# SPOTLIGHT

SEPTEMBER 2019

# MEDITERRANEAN CRUISE

## AIL/NILICO 6-MONTH CONTEST

# PUT ON YOUR SAILING SHOES

**Steve Greer**
Chief Executive Officer
American Income Division

***LAND WAS CREATED TO PROVIDE A PLACE FOR BOATS TO VISIT. — BROOKS ATKINSON***

**THERE AREN'T TOO MANY THINGS I** love more than being on a boat in the water, especially when it involves fishing. But I never thought of myself as being a cruise kind of guy until I actually did it. There are cruises and then there are Silversea cruises like the one at stake in our newest 6-Month Mediterranean Cruise Contest. Believe me, this experience is worth working extra hard to achieve. And the journey is every bit as wonderful as the destinations.

Take a Silversea cruise and you'll know the real meaning of luxury. Their cruises are known the world over for small ships with exceptional accommodations. Almost all cabins are ocean-view suites with private balconies and butler service … seriously. There's an onboard spa and fitness center, multiple dining options (all of them great), and plenty of interesting activities. There are many excursions to choose from in each port — you'll have a hard time making up your mind!

If you've been with AIL/NILICO a while, you know this is not the first Silversea cruise we've offered. In 2014, we sailed on the Silversea *Silver Spirit* to Italy, Croatia and Slovenia. In September of 2018, we were Alaska bound on the *Silver Shadow.* You can bet everyone on those trips will be grinding double time to secure a spot on the *Silver Moon* for our Mediterranean Cruise with seven ports of call in four countries. We leave from Rome, travel to Monaco, France, and Spain. The cities we'll see include Livorno, Portofino, Monte Carlo, Marseilles, Palamos, and Barcelona. Hmm, I wonder what our friends will be doing …

The great news about this contest is that we've modified the qualifications so more people have a chance to win a spot aboard the *Silver Moon.* Certainly, the top people within their categories will earn their spot on the cruise. And now, with the addition of a drawing process, others who meet certain criteria within their categories will earn entries for the drawings. The number of available spots on the ship remains the same, but now more people have a chance to make memories that will last a lifetime. The contest period is business or cards received and processed by Home Office between October 1, 2019 and March 31, 2020. See **PAGES 16-17** for the basics and be sure to check the ARC for complete rules, qualifications, and how to accrue entries for the drawings.

And be sure to mark August 17-24, 2020 on your calendar!

Quick shout out to our PR Team who were out in force supporting our labor brothers and sisters while the rest of us were slaving over a hot grill and spending time with our families. They represented AIL/NILICO at rallies, parades, and other Labor Day events. They've also been busy supporting striking members of UAW (United Auto Workers). Thanks for doing us proud, Team PR.

The end of the year is coming at us full force; it'll be here before we know it. This is the time to double down on our efforts to make sure we meet our individual and company goals. ***#OWNIT*** and run with it!

**SPOTLIGHT**

www.arc.ailife.com/spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

MANAGING EDITOR
Sam Yarbrough

WRITER & COPY EDITOR
Leah Fry

GRAPHIC DESIGNERS
Mikailah Clark, Maggie Hill
Rebecca Tran, Tate Tyler

CONTRIBUTORS
Robyn Allen, Brynn Caccamo, Wendy Copeland
Karen Curtis, Lana Giebe, Angel Henderson
Tracy Hightower, Mary Lampert
Christy Maddux, Johnny Matthies, Chris Melton
Muñeca Moody-Yanez, Jessica Nelson
Pat Nevarez, Danielle Pizana, Stephanie Pruett
Christina Speasmaker, Krystal Stagg
Tonia Stonum, Andrew Wesolick, Rhonda York

–

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HOME OFFICE
254-761-6400

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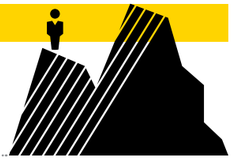
## SGA Career Track



**New Markets Opening & Expanding!**
There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: **futuresga@ailife.com.**

## Required Retention Rate

**Effective Jan. 1, 2018,** to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

**Retention: 73.0%**
**Net to Gross: 80%**

## Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday 10/24** before **3:30 p.m. CST.** Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Tuesday 10/29**. eApp business excluded from the 7 day hold should be uploaded by **Thursday 10/31** before **3:30 p.m. CST** to count for **October** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

**$4,261,843**
**in total bonuses were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Page 30-37.**

**Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2020 Awards Presentation are: the Top SGA per category from Categories I-XI based on Performance Factor (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2020 Convention Qualifications online at www.ailife.com or www.nilife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Grand Hyatt Baha Mar in the Bahamas! The convention will be held May 12-15, 2020.**

# ANNIVERSARIES

**40 YEARS OF SERVICE**
Steve Friedlander, SGA
**20 YEARS OF SERVICE**
Dorian Oldham, SGA
**19 YEARS OF SERVICE**
Matt Henderson, SGA
**18 YEARS OF SERVICE**
London Burnett, RGA
Kevin Haines, AGT
Alison King, AGT
Marcus Smith, SGA
**17 YEARS OF SERVICE**
Philip Prata, SGA
**16 YEARS OF SERVICE**
Kathy Pappas, PR
Randy Souliers, AGT
**15 YEARS OF SERVICE**
Ryan Bisanz, SGA
Peter Kaplanis, AGT
Steven King, RGA
**14 YEARS OF SERVICE**
Ross Ewen, GA
Sharif Grays, AGT
Brett Gryska, SGA
Robert Kanaan, SGA
**13 YEARS OF SERVICE**
Ryan Hall, RGA
Alex Kae, RGA
**12 YEARS OF SERVICE**
Ala Awad, AGT
James Cunningham, SGA
Jessica Treybick, PR
Marisa Willgruber, RGA
**11 YEARS OF SERVICE**
Rosanna Gill, PR MGR
Anna Guido Rohrer, PR
Daniel Hartwig, SGA
Casey Kunash, RGA
Timothy Leary, PR
Jake Yagjian, SGA
**10 YEARS OF SERVICE**
Anita Ferris, RGA
Joshua Jackson, RGA
Samy Jacques, MGA
Steve Sanchez, PR
Nadezhda Vitchev, AGT
**9 YEARS OF SERVICE**
Bryan Czajkowski, MGA
Dustin Edgell, AGT
Nasr Quadri, GA
Violetta Raddell, AGT
Tina Nelson, GA
**8 YEARS OF SERVICE**
Brandon Baker, RGA
Maren Conway, AGT
Elifranc Deus, AGT
Sean Velasquez, RGA
**7 YEARS OF SERVICE**
Muhammed Ashraf, GA
Steven Bensinger, MGA
Donte Grant, GA
Patrick Guthrie, MGA
Benito Menchaca, GA
Denis Snyder, MGA
Sarah Vacheresse, AGT
Andrew T Wagner, MGA
**6 YEARS OF SERVICE**
Laura Bayless, AGT
Patricia Cicerale, AGT
Daniel Dunham, GA
Lincoln Dziekonski, AGT
Kyle Schroeder-Gurnicz, MGA
Susan Sereke, MGA
Joy Vann-Austin, MGA
Jason von Rosenberg, AGT
Troy Williams, MGA
**5 YEARS OF SERVICE**
Ann-Marie Aqui, AGT
Christopher Bennett, SA
Christopher Bentley, RGA
Jessica Boss, SA
Sam Chan, AGT
Haydn Daniel, AGT
Felix Gonzalez, SA
Zachary Hansen, SA
Ivan Leung, MGA
VaShawn Nelson, SA
Carrie Padgett, AGT
Daniel Perkins, MGA
Edward Rangel, GA
Mike Reed, AGT
Derek Sandilands, AGT
Kelly Schoenherr, GA
Karla Stewart, AGT
Lee van Delft, AGT
Victoria Varney, MGA
Tabitha Witherell, AGT
**4 YEARS OF SERVICE**
Katrina Collie, GA
Daryl Graham, RGA
Joanna Hansen, MGA
Alex Paguio, GA
Jody-Ann Peters, AGT
Ashley Rust, AGT
Garrett Shelton, GA
Spencer Simmons, MGA
Holly Simpson, AGT
James Snipes, SA
Pablo Solis, SA
Mark Tusing, GA
John Vacca, GA
Travis Vaughn, MGA
Shantayia Williams, GA
**3 YEARS OF SERVICE**
Hamza Ally, AGT
Steven Baum, GA
Corey Bednarz, SA
LaDelus Brown, MGA
Marquel Burns, GA
Bobby Davis, GA
Alan De Freitas, SA
Elba Diaz, SA
Eduardo Hernandez, AGT
Justin Lowe, MGA
Abraham Mogilevsky, AGT
Lisa Nguyen, GA
Babajide Obashoto, AGT
Juliya Ostapyuk, SA
Daniel Pettit, MGA
Joshua Pinckney, AGT
Wesley Shure, SA
Ashley Smith, MGA
Alexis Tran, MGA
Antoinette Williams, MGA
**2 YEARS OF SERVICE**
Ryan Arnoldy, AGT
Luis Ayala, MGA
Matthew Borgia, AGT
Samuel Boyle, MGA
Denise Cardinal Donnelly, AGT
Emily Case, AGT
Jan Clayton, SA
Jack Craig, GA
Tyler Dahlin, GA
Samuel de Carvalho, SA
Dominic Facchini, MGA
John Farnsworth, GA
Jason Garland, SA
Danita George, GA
Christian Gojcaj, GA
Alexis Gomez, MGA
Jheanelle Hughes, SA
Austin Johnson, SA
Tisha Joyner, SA
Michele Kieffer, GA
Jenny Kim, GA
Garrett McCollum, SA
Sarah McDermott, AGT
Mitchell Mickovic, SA
Monica Montgomery, GA
Patrick Morgan, SA
Mayara Negrin Alba, GA
Lionel Njeukam, SA
Terran Oliphant, SA
Benjamin Ortlip, GA
Aaron Parsons, RGA
Bianca Rodriguez, SA
Jesus Romero, MGA
David Soto, SA
Vanvipha Sugai, SA
Veronica Velez, SA
Samantha Weber, AGT
Joseph Webster, AGT
Elizabeth Wilkes, SA
**1 YEAR OF SERVICE**
Matthew Agnetti, SA
Hollis Allen, GA
Walna Allen, AGT
Gerlie Amarillo, AGT
Ralph Angell, AGT
Donna Auld, SA
John Barrett, AGT
Stephanie Bartlett, SA
Alexandria Battiste, SA
Michael Bell, SA
Corey Bode, SA
Brian Boehmke, AGT
Diana Bonaduce Valencia, AGT
Aaron Boudreaux, GA
Allan Butcher, AGT
Luis Calderon Welman, SA
John Carter, AGT
Kajana Carter, SA
Antonio Chacin, SA
Meenakshi Chavis, SA
William Chesney, AGT
Charles Clark, AGT
Monique Concepcion, AGT
Stephen Davis, GA
Nyachuat Deng, SA
Aaron Easton, GA
Reagan Edwards, SA
Scott Elliott, AGT
Stefane Felix, SA
Christa Frazier, AGT
Brianna Garza, AGT
Connor Gavin, SA
Susan Gawrys, AGT
Sina Ghadirian, AGT
Victor Gonzalez, AGT
Andrea Greene, AGT
Christopher Guerrero, AGT
Neneth Gutierrez, AGT
Ricky Hayward, SA
Paula Hilliard, AGT
Louis Johnson, AGT
Brandin Jones, AGT
Eric Kelly, SA
Alexander Kunz, GA
Erika Leege, SA
Andres Liranzo, SA
Ross Love, AGT
Justin Malunas, AGT
Richard Mascarenhas, AGT
Luis Mathelier, AGT
Cody McNeilly, SA
Mitchell Messer, RGA
Italia Moore, SA
Amanda Norwood, SA
Abbigail O'Brien, AGT
Adebamidele Ogunlade, GA
Jennie Olson, AGT
Tammie Pasteur, AGT
Elida Perez, AGT
Barbara Rabelo, PR
Joseph Ravida, AGT
LaTanya Richards, AGT
Laura Rodgers, AGT
Melna Rogers, AGT
Holly Rowell, SA
Frank Russell, GA
Justin Rydziel, GA
Hans Sahlen, AGT
Adeline Salu, AGT
John Sanabria, SA
Heidi Scheleski, SA
Shubham Setia, SA
Souher Shadid, SA
Jerry Sharp, SA
Kawena Sheehan, SA
Nathan Sloane, AGT
Amber J Smith, SA
Kristina Stidham, AGT
Chad Stroup, SA
Joanna Strzelec, GA
Keri Svoboda, AGT
Christopher T Tate, SA
Jeffrey Tillman, GA
Nauleni Tuionetoa, GA
Ieshia Turner, AGT
Domenick Varrato, SA
Davina Vo, SA

# PROMOTIONS

**STATE GENERAL AGENT**
Kay Pomroy
**REGIONAL GENERAL AGENT**
Brandon Baker
Steven Barton
Charley Forshee
Tucker Gregor
Avi Kauderer
Anthony Mazurkewicz
Michael Raven
David Rigney
Rahmatullah Romal Omid
Darcy Schrieber
Daniel Schwartz
Clayton Slaughter
David Staffiery
Francesca Veltri
**MASTER GENERAL AGENT**
Braxton Amy
Glenn Arakawa
Michael Barlettano
David Basnett
Matthew Bogle
Robert Boyd
Sean Brannan
LaDelus Brown
Tami Chaimov
Jessica Davis
Laura Dennee
Austin Edwards
Alexis Gomez
Karima Hartani
Cynthia Hettchen
Dustin Holtz
Kenan Hyseni
Dylan Johnson
Charles Purnell
Todd Riescher
Karen Shumaker
Rocky Silvernail
Ronald Spieler
Christopher Stevens
Edrick Tercero
Crystal Vairetta
Michael van Delft
Joy Vann-Austin
Kasey L White
Dominick Williams
Aleksi Yi
Paul Zuzick
**70% GENERAL AGENT**
Michael Battaglio
Joseph Bell
John Bernet
Eric Caballero
Ashton Chaney
Caren Deanda
Casey Finley
Joshua Jahnish-Maltese
Kaitlin LeWay
Manuel Mendiola
Ashley O'Donal
Darrell G Smith
Marcell Ventura
Razan Zarba
**67.5% GENERAL AGENT**
Winston Armstead
Hannah Beuse
Jonathan Bjorge
Dianka Blash
DeAndre' Coleman
Reah Connor-Williams
Paolo D'Andrea
Leanne Erney
John Farnsworth
Fouad Gerges
Hasan Ghazal
Kristina Joachim
Nathan A Johnson
Daniel Lopez
Andrew McAughey
Rhiannon McGonigle
Richard Millington
Suzanne Moroney
Erica Nabors
Jenny Nguyen
Eric Okoemu
Shawna Parker
Cheyenne Perry
Laurence Powell
Nicole Preston
Justin Rydziel
Bria Smith
Sonia Tyner
Francisco Vasquez
**60% GENERAL AGENT**
Genna DeMetsenaere
**57.5% GENERAL AGENT**
Mariam Shahid
Kellie Tucker
**65% SUPERVISING AGENT**
Ronald Carter
Angela Coker
Chiara DAlessandro
Stephanie Dobrzynski
Steven Gallington
Amy Gardner
Gerardo Garza Jr
Hector Giron-Soto
Danielle Haizlip
Victor Holmes
Stephanie Kauffman
Correy Krickeberg
Evan Lawrence
Preston Lewis
Jamie McCall
Tobechukwu Oraegbu
Christy Ritts
Elizabeth Santillan
Jordan Stelzer
Devena Stewart
Travis White
**62.5% SUPERVISING AGENT**
Deja Abrams
Adrain Alfred
Shanelle Allen-Hammond
Adriana Alvarez Sorto
Javiera Arevalo Ciriano
Frankie Armstead
Jeffrey Atkinson
Mohamad Awdi
Collin Banister
Mark Banks
Stephen Bowen
Brandi Britt-Broussard
Brandon Brooks
Monica Broxson
Cassandra Bryce
Adam Calnan
Kameron Carter
Travis Cheek
Jahara Clark
Ryan Coates
Stephanie Corriveau
Blaine Cowart
Sophia Cowie
Tyler Cox
Jose Cuellar
Melissa Cutler
William Davies
Sandra Davis
Tracy Davis
Shelby Elder
Corey Ellison
Kenneth Fennal
Leah Marie Fielding
Olivia Fields
Kenneth Fridia
Danielle Frisbie
Raven Fugate
Dominique Fusco
Anna Garrison
Connor Gavin
Johny Gerges
Robert Gibbs Jr
Jennifer Gilkie
Tyler Gillespie
Suzanne Gillies
Jordan Goo
Michelle Gould
Diana Grose
Sallie Haas
Steven Haines
Dakota Hernandez
Kate Hernandez
Charles Holt
Ann Homrighausen
Karlie Howard
Myesha Hurston
Amanda Ingdal
Donald Kellough
Aaron Kerluke
Willem Kirsten
Dejan Kukolj
Kristina Lawlor
Matthew Longo
Lauren Lord
Quintessa Petit
Maribel Lucero
Michael Lyons
Keith Ryan MacDonald
Aroob Mallhi
Ronald Manigan
Tasha Marker
Anthony Marsella
Paul May
Philip McCulloch
Timothy McNulty
Efia Mentuhotep Harrison
Douglas Montgomery
David Murphy
Keisha Murray
Haralambos Nash
Ikaika 'O Ahuna Nishimura
Catherine Noakes
Niall O'Brien-Gregg
Jessica Olandria
John Orr
Andrea Owens
Alexis Patides Powell
Adam Petersen
Christina Pizzuto
Daniel Ramirez
Jeanine Reighn
Candice Rezzo
Nina Baker
Christopher Rolph
Zachery Ryan
Sarah Saleim
Christopher Short
Alexandre Simard-Jean
Elizabeth Simmon
Jaquin Sims
DeShuna Smith
Philip Spicer
Jacob Staroska
Colleen Stephenson
Jasmine Sumlin
Justin Takesian
Christopher T Tate
Ryan Taylor
Anna Thompson
Jonathan Upchurch
Nathan Vendel
Marsei Hogan
Alliyah Williams
Bobby Williams
Jonathan Williams
Jessi Wolski
Erick Woullard
Brian Wynn
Nikolai Zollinger
**55% SUPERVISING AGENT**
Hunter Bischoff
Brian McCabe
**52.5% SUPERVISING AGENT**
Weslee Cajeras
Kenneth Chen
Jason Khodadadian
Adriana Marte
Reynaldo Nunez
Javaan Torres

## NEW SGA

**Kay Pomroy**
**North Carolina**

Kay, a graduate of Westminster College in PA, joined American Income in 2015. She says the most rewarding aspect has been "joining a culturally diverse community with the same goals, and watching new recruits grow into bold, self-confident leaders. Equally important is helping people in their darkest hours when a family member dies." She looks forward to building a stronger financial base in the Greensboro community, and being able to give back to the people. Kay is a retired PA State Trooper and owns a woodworking business.

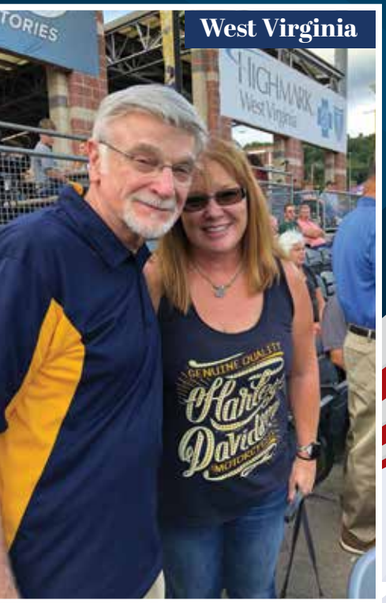
PR in *Action*

Nashville

St. Louis

San Diego

Annapolis Valley



West Virginia

Iowa

Texas

Grand Rapids

# CELEBRATING *Labor Day*

**Jason Beckman**
Division Vice President
PR Field Operations

**FOR MOST PEOPLE, THE LABOR DAY** holiday is a time to enjoy a long weekend that signals end of summer festivities with families and friends. Labor Day is a time to celebrate workers, the backbone of our countries and the contributions they have made throughout history. Did you know this annual holiday is brought to you by the union movement?

John F. Kennedy is quoted as saying, "Our labor unions are not narrow, self-seeking groups. They have raised wages, shortened hours and provided benefits. Through collective bargaining and grievance procedures, unions have brought justice and democracy to the workplace." Through collective bargaining, the labor movement has also brought workers many of the workplace rights and privileges workers and their families are able to enjoy today: the weekend, overtime pay, 8-hour workdays, minimum wage, paid vacation, sick pay, safety standards, child labor laws, health benefits, retirement security and unemployment compensation.

Team PR celebrated Labor Day with our friends in labor and did so by showing up to support the union movement and continuing to be the "connector" between our union groups and SGA partners. AIL's connection to working families began in 1951. In June 1966, OPEIU organized AIL making it the only wall-to-wall union insurance company. AIL proudly received an official designation as a Union Label company by the AFL-CIO in October 1973. Today, we're proud to be one of only two insurance companies in the entire United States with a union label. We are a 100% union insurance company and have adopted the phrase "Be Union, Buy Union, Build Union" from our union partners.

The history of our Company's relationship with and service to labor is unmatched. Regardless if we're serving a local union of the building trades, private sector or public sector, we always uphold our position as a Company that supports workers and working families in word and deed. We're always at the forefront to Show Up, Stand Up and Speak Out as we advocate for public policy and legislation that lifts workers and provides a better path for families to earn a fair day's wage for a fair day's work.

The workers of our countries are what build our infrastructure, teach our children and keep us safe. At AIL/NILICO we're proud to be card-carrying members of OPEIU, UFCW and UNIFOR. I'm proud of Team PR for showing up to support our friends in labor. I'm proud of the history of this Company and where we're going tomorrow.

Sources:

Daily Kos. Thank a Union: 36 Ways Unions Have Improved Your Life, May 15, 2012 https://www.dailykos.com/stories/2012/5/15/1092027/-Thanks-a-Union-36-Ways-Unions-Have-Improved-Your-Life [Sept. 10, 2019]

Wikipedia. American Income Life Insurance Company. https://en.wikipedia.org/wiki/American_Income_Life_Insurance_Company [Sept.10, 2019]

# NEW ASSOCIATES

## PER MANAGER



## SA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Eric Caballero | 5 | Richard Correa | Raven Brent | 2 | Altig-Orlovic | Zinsou Ayihonsi | 2 | Hart-Dushaj | Klyo Vidal | 2 | Beto Quintero |
| Jonathan Ramirez | 4 | Beto Quintero | Mathew Shannon | 2 | Altig-Orlovic | Amanda Hofstra | 2 | Sabrina Lloyd | Arif Hajro | 2 | S-S-Parks-Salvaggi |
| Joshua Egyud | 3 | Simon Arias | Steven Koras | 2 | A-O-Orng | Justin Maxwell | 2 | Sabrina Lloyd | Triston Miller | 2 | S-S-Parks-Salvaggi |
| Garrett McCollum | 3 | Richard Correa | Mark Bernsdorff | 2 | Simon Arias | Zahara Schooley | 2 | Sabrina Lloyd | Keith Brown | 2 | Jeremy Welch |
| Ian Rouleau | 3 | Zach Hart | Tyesha Cave | 2 | Slav Bitman | Dirk Tanses | 2 | Sabrina Lloyd | Ronald Carter | 2 | John Young |
| Tyler Cox | 3 | Matt Henderson | Zonia Ramirez | 2 | Desi Dimitrova | Bretta Cummings | 2 | Brandon MacDonald | | | |
| William Thomas | 3 | S-S-Parks-Salvaggi | Eleanor Powell | 2 | Mathew Hart | Maria Bonilla Borrego | 2 | Beto Quintero | | | |

## GA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Brandon Dusevic | 6 | Zach Hart | Joanna Strzelec | 3 | Sabrina Lloyd | Danielle Morales | 2 | Giglione-Ackerman | Kevin Amador | 2 | Bob Olson |
| Jenna Grula | 4 | Simon Arias | Eno Iftiu | 3 | S-S-Parks-Salvaggi | Jean Romero Capote | 2 | Hemerson Gonzalez | Joseph Hedborn | 2 | Bob Olson |
| Brandon Neal | 4 | Hart-Dushaj | Ryan Vance | 3 | S-S-Parks-Salvaggi | Anthony Almeida | 2 | Greg Graham | Patrice Patterson | 2 | Bob Olson |
| Brayden Briggs | 4 | Brandon MacDonald | Max Akers | 3 | Michael Vasu | Marcell Ventura | 2 | Mathew Hart | Ebuwa Otagho | 2 | Theodore Pappas |
| Alfredo Garcia | 4 | Beto Quintero | Joey Kennedy | 2 | Altig-Orlovic | Daniel Charron | 2 | Zach Hart | Mariam Shahid | 2 | Theodore Pappas |
| Travis Kovach | 4 | S-S-Parks-Salvaggi | Jennifer Reed | 2 | Simon Arias | Mohamad Raychouni | 2 | Zach Hart | Jorge Toribio | 2 | Theodore Pappas |
| James Tolley | 3 | Simon Arias | Isaiah Bruce | 2 | Jose Carvajal | Jacob Brown | 2 | Hart-Dushaj | Kelly Schoenherr | 2 | Philip Prata |
| Sylvain Kalombo | 3 | Souley Bah | Rachel Elfenbein | 2 | Cohen-Cohen | Dana Velez | 2 | Matt Henderson | Regina Koonce | 2 | Blake Ralston |
| Lalitha Janardhanan | 3 | Slav Bitman | Alvaro Uribe Gonzalez | 2 | Cohen-Cohen | Michael Battaglio | 2 | Evan Holzhauer | Shonda Lewis | 2 | S-S-Bendure-Hartwig |
| Aleanya Moore | 3 | James Cunningham | Sean Byler | 2 | Richard Correa | Deborah Mitchell | 2 | Kyle Johnson | Nicole Preston | 2 | Kris Thieme |
| Brittany Luke | 3 | Zach Hart | Kevin Dimery | 2 | Richard Correa | Tina Nelson | 2 | Kyle Johnson SC | Linda Marquez | 2 | Dustin Venekamp |
| Andrew McAughey | 3 | Hart-Weller | Abrahim El Refaei | 2 | Desi Dimitrova | Aaron Gamalinda | 2 | Sabrina Lloyd | Aleksi Yi | 2 | Dustin Venekamp |
| Ross Ewen | 3 | Kevin Holtz | David Thornton | 2 | Desi Dimitrova | Michael Jang | 2 | Sabrina Lloyd | Angela Rodriguez | 2 | Tom Williams |
| Carole Idolphine | 3 | Kyle Johnson | Jeff Wentworth | 2 | Laura Fisher | Tammy Gawron | 2 | Oldham-Gryska | Joseph Bell | 2 | John Young |
| Kinga Filipiak | 3 | Sabrina Lloyd | Michael Barlettano | 2 | Giglione-Ackerman | Ryan Witham | 2 | Oldham-Gryska | | | |

## MGA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Patricia Contreras | 8 | Beto Quintero | Jesus Romero | 4 | Hemerson Gonzalez | Gregory Rudolph | 3 | Simon Arias | Ransey Vazquez | 3 | Bob Olson |
| Paul Smith | 7 | Zach Hart | Brenda Fox | 4 | Hart-Dushaj | Patrick Knouse | 3 | Slav Bitman | Shahab Mahdavinejad | 3 | Theodore Pappas |
| Patrycja Grudzinska | 7 | Sabrina Lloyd | Matthew Bogle | 4 | Matt Henderson | Raul Rojas | 3 | Jose Carvajal | Antoinette Williams | 3 | Ernest Powell |
| Jovanie Scarlett | 6 | Kyle Johnson | David Rigney | 4 | Kevin Holtz | Michael Joseph | 3 | James Cunningham | Scott Wheeler | 3 | Satti-Kanaan |
| Dwayne Nabors | 5 | A-O-Orng | Duane Shaw | 4 | Sabrina Lloyd | Gary Slocum | 3 | Desi Dimitrova | Brent Bowling | 3 | S-S-Parks-Salvaggi |
| Elyse Bryan | 5 | Souley Bah | Jeffrey Espinal | 4 | Theodore Pappas | Doreen Ryan-Foti | 3 | Don Foti | Andy Batten | 3 | Michael Vasu |
| Heriberto Chavez | 5 | Richard Correa | Matthew Conrad | 4 | S-S-Parks-Salvaggi | Jeffrey Hudson | 3 | Zach Hart | Clayton Slaughter | 3 | Michael Vasu |
| Zach Otto | 5 | Sabrina Lloyd | Mario Hajro | 4 | S-S-Parks-Salvaggi | Dylan Johnson | 3 | Hart-Weller | Jose Viramontes | 3 | Michael Vasu |
| Aaron Parsons | 5 | Brandon MacDonald | Kyle Wrobel | 4 | Michael Vasu | Mavrick Fredericks | 3 | Evan Holzhauer | Justin Hermann | 3 | Dustin Venekamp |
| Walter Icaza | 5 | Beto Quintero | Slavita Hut | 4 | John Young | Rachel Brown | 3 | London Nelson | Michael Musso | 3 | Tom Williams |
| Sokol Fazliu | 4 | Simon Arias | Christopher Hintz | 3 | Altig-Orlovic | Elias Boles | 3 | Oldham-Gryska | | | |
| James Harding | 4 | Richard Correa | Mark Neilson | 3 | Altig-Orlovic | Kimberly Hamilton | 3 | Oldham-Gryska | | | |

## RGA

| NAME | # | SGA | NAME | # | SGA |
|---|---|---|---|---|---|
| Robert Janev | 16 | Sabrina Lloyd | Ryan Fickert | 14 | Zach Hart |

**NEW ASSOCIATE** – $1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**

**SA & GA** – at least two new associates during the month
**MGA** – at least three new associates during the month
**RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# LEGACY RECRUITING PROGRAM

NILICO

## TOP RECRUITING AGENTS▼● AUGUST

**TOTAL LEGACY RECRUITERS: 305** **TOTAL LEGACY RECRUITS: 397**

**Ransey Vazquez**
13 Recruits
Bob Olson

**Andres Moreno**
9 Recruits
Beto Quintero

**Ryan McIntosh**
5 Recruits
Altig-Orlovic

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|---|---|---|---|---|---|---|---|---|---|
| Ransey Vazquez | 13 | Daniel Pettit | 3 | Ronald Carter | 2 | Taleb Jammoul Hajali | 2 | Landon Schlag | 2 |
| Andres Moreno | 9 | Gregory Rudolph | 3 | Antonio Chacin | 2 | Jordan Lacy | 2 | DeShuna Smith | 2 |
| Ryan McIntosh | 5 | Octavia Spates | 3 | Rosa Chaidez | 2 | Maria Lage | 2 | Roxie Soto | 2 |
| Matthew Conrad | 4 | Francesca Veltri | 3 | Selena Colon | 2 | Nicole LeBlanc | 2 | Justin Sutton | 2 |
| Keith James | 4 | Bruce Alford | 2 | Cara DeFiore | 2 | Dwan Lowe | 2 | Scott Tegowski | 2 |
| Casey Jarratt | 4 | Anthony Almeida | 2 | Myaa Fallon | 2 | Donovan McCoy | 2 | Jeffery Thiel | 2 |
| Catherine Noakes | 4 | Caleb Amoros | 2 | Carlos Garcia | 2 | Jennylyn Militante-Radnoty | 2 | Joseph Tomanovich | 2 |
| Lucas Yeck | 4 | Jason Ash | 2 | Jake Gelb | 2 | Aleanya Moore | 2 | Gage Townson | 2 |
| Elizabeth Cortes | 3 | Brandon Atchley | 2 | Frank Hernandez | 2 | John Nieves | 2 | Dana Velez | 2 |
| Ivoni Fuimaono | 3 | Andrew Ball | 2 | Argelia Hernandez | 2 | Richard Pierre-Victor | 2 | David C Williams | 2 |
| Johnathan Pascol | 3 | Austin Barnhart | 2 | Walter Icaza | 2 | Constance Sanner | 2 | | |

## TOP RECRUITING AGENTS▼● YTD

**TOTAL LEGACY RECRUITERS: 1,598** **TOTAL LEGACY RECRUITS: 2,702**

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|---|---|---|---|---|---|---|---|---|---|
| Ransey Vazquez | 43 | Sina Heak | 7 | Adam Bajjey | 5 | Daniel Waterfall | 5 | Matthew McDowell | 4 |
| Gregory Rudolph | 18 | Alipate Makaui | 7 | Shawntae Collins | 5 | David C Williams | 5 | Shawn Mishra | 4 |
| Ryan McIntosh | 15 | Damion Moore | 7 | Mathieu Cook | 5 | Joshua D Williams | 5 | Alyssa Nelson | 4 |
| Brent Bowling | 12 | Samantha Ralston | 7 | Lidiana Cupceanu | 5 | Steven Barton | 4 | Catherine Noakes | 4 |
| Matthew Conrad | 12 | Corrissa Adair | 6 | Jessica Davis | 5 | Sergio Bautista | 4 | Aaron Parks | 4 |
| Daniel Pettit | 12 | Bruce Alford | 6 | Kenson Delva | 5 | Andre Bent | 4 | Johnathan Pascol | 4 |
| Devin Davis Watkins | 11 | Alisha Anderton | 6 | Kelly Ekker | 5 | Hannah Beuse | 4 | Emily Pateiro | 4 |
| Roxie Soto | 11 | Sergio Carta | 6 | Keith James | 5 | Anthony Billhimer | 4 | Mauricio Perez Contreras | 4 |
| Casey Jarratt | 10 | Astrid Castrillon | 6 | Jamel Johnson | 5 | Maria Bonilla Borrego | 4 | Richard Pierre-Victor | 4 |
| Alfredo Garcia | 9 | Noah DeVries | 6 | Michele Kieffer | 5 | Ryan Coates | 4 | Cameron Ponder | 4 |
| Andres Moreno | 9 | Derek Foore | 6 | Alma Lozano | 5 | Jack Craig | 4 | Cody Ragnone | 4 |
| Iris Saavedra | 9 | Slavita Hut | 6 | Sherrie McCarty | 5 | David J Edwards | 4 | Yessika Rodriguez | 4 |
| Joseph Tomanovich | 9 | Zachery Kertulis | 6 | Carmen Pena | 5 | William Ferrill | 4 | Philip Roffi | 4 |
| Dianka Blash | 8 | Michael McKiernan | 6 | David Ramirez-Benitez | 5 | Elijah Findley | 4 | Christopher Ross | 4 |
| Jessica Santamarina | 8 | Jennylyn Militante-Radnoty | 6 | Rita Rider | 5 | Jordan Forbes | 4 | Leamber Saffold | 4 |
| Travis Stucki | 8 | Adebamidele Ogunlade | 6 | Cecilia Ritter | 5 | Carlos Franco-Vera | 4 | Manique Sala | 4 |
| Rebeca Alvarez de Lugo | 7 | Jordynn Runzo | 6 | Lindsay Staffiery | 5 | Desarae Freeman | 4 | Zahara Schooley | 4 |
| Erin Bortz | 7 | Octavia Spates | 6 | Joseph Stapleton | 5 | Carey Hartman | 4 | Noah Schultz | 4 |
| Robert Bradley | 7 | Marcus Williams | 6 | Jeffery Thiel | 5 | Robert Hughes | 4 | Dominic Telymonde | 4 |
| Patricia Contreras | 7 | Kyle Wrobel | 6 | Alexis Tran | 5 | Markiece Johnson | 4 | Klyo Vidal | 4 |
| Myaa Fallon | 7 | Lucas Yeck | 6 | Nauleni Tuionetoa | 5 | Jacqueline Kabluyen | 4 | Justin Adams | 3 |
| Daryl Graham | 7 | Alix Albright | 5 | Austin Vail | 5 | Patrick Knouse | 4 | Meliana Aguilar | 3 |
| Mitchell Gralewski | 7 | Tiffany Babin-Washington | 5 | Francesca Veltri | 5 | Doris Martinez Garcia | 4 | Anthony Almeida | 3 |



## TOP RECRUITING AGENTS▼● YTD CONT.

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|---|---|---|---|---|---|---|---|---|---|
| Brian Annis | 3 | Elizabeth Cortes | 3 | Arnold Iacoviello | 3 | John Nieves | 3 | Joanna Salazar | 3 |
| Jason Ash | 3 | Matthew Dawson | 3 | Walter Icaza | 3 | Christopher Ochoa | 3 | Constance Sanner | 3 |
| Brandon Atchley | 3 | Steven Dell | 3 | Eno Iftiu | 3 | Eric Okoemu | 3 | Daniel Santistevan | 3 |
| Lorena Avila | 3 | David Duddy | 3 | Taleb Jammoul Hajali | 3 | Duni Olusegun | 3 | Tazmi Siddiquey | 3 |
| Marcela Avina | 3 | Omarie Dukie | 3 | Daniel Jiles | 3 | Paula Onuoha | 3 | James Simpson | 3 |
| Andrew Ball | 3 | Dustin Dunbar | 3 | Dimo Joannidis | 3 | Christian Ossorio | 3 | Treshaun Smith | 3 |
| Fernando Benitez | 3 | Anita Ferris | 3 | Daniel G Johnson | 3 | Aaron Osterrieder | 3 | Neelema Srivastwa | 3 |
| Rahul Bhagwakar | 3 | Cesar Fischer | 3 | Martel Johnson | 3 | Milton Paniagua | 3 | Makenna Steed | 3 |
| Jason Bratin | 3 | Doron Freud | 3 | Trace Johnson | 3 | Divyang Patel | 3 | Felicia Steele | 3 |
| Robert Brito | 3 | Seth Frisby-Jack | 3 | Travis Kovach | 3 | Clint Perry | 3 | Antonino Taormina | 3 |
| Kortisha Brooks | 3 | Ivoni Fuimaono | 3 | Jordan Lacy | 3 | Kempton Perry | 3 | Yolanda Taylor | 3 |
| Yvonne Brown | 3 | Jake Gelb | 3 | James LaFata | 3 | Andrew Pierce | 3 | William Thomas | 3 |
| Michael Burningham | 3 | Rachael Glamp | 3 | David Laylock | 3 | Daniel Ramirez | 3 | Eric Thompson | 3 |
| Luis Calderon Welman | 3 | Tanner Hanna | 3 | Sofia Claire Malapote | 3 | Luciano Rapa | 3 | William Tompkins II | 3 |
| Mauro Capozucca | 3 | Matthew Harper | 3 | Marcell Mara | 3 | Michael Raven | 3 | John Turner | 3 |
| Angela Cardona | 3 | Cole Hatfield | 3 | James Marks | 3 | Todd Riescher | 3 | Crystal Vairetta | 3 |
| David Carpenter | 3 | Asiguy Haugabook | 3 | Carlos Medina | 3 | David Rigney | 3 | Jadelene Welty | 3 |
| Nicole Castillo | 3 | Jane Helman | 3 | Aleanya Moore | 3 | Alexandra Rodriguez | 3 | Kendall Wilson | 3 |
| Zachary Caudill | 3 | Cristina Holmes | 3 | Leticia Morales | 3 | Bryan Rolfe | 3 | Vincent Workman | 3 |
| Tyesha Cave | 3 | Melne Hughes | 3 | Dylan Murphy | 3 | Jesus Romero | 3 | Emi Yokoyama | 3 |
| Kendra Cook | 3 | Ashley Hunter | 3 | Michael Musso | 3 | Zachery Ryan | 3 | Renee Zinsky | 3 |

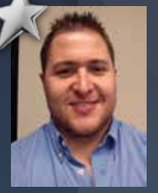
▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

# LEGACY RECRUITING CLUB MEMBERS

— By Number of Eligible Legacy Recruits*

**Matthew Conrad**
S-S-Parks-Salvaggi
25 Recruits
PLATINUM

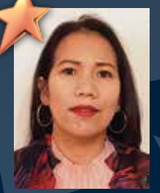
**Alix Albright**
Simon Arias
15 Recruits
GOLD



**Casey Jarratt**
Altig-Orlovic
11 Recruits
SILVER

**Athea Buchanan**
Jose Carvajal
10 Recruits
SILVER

**Alfredo Garcia**
Beto Quintero
10 Recruits
SILVER

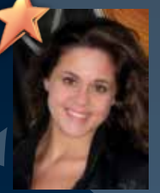


**Lorena Avila**
Steve Friedlander
6 Recruits
BRONZE

**Andres Moreno**
Beto Quintero
6 Recruits
BRONZE

**Brandon Hamilton**
Simon Arias
5 Recruits
BRONZE

**Sylvain Kalombo**
Souley Bah
5 Recruits
BRONZE



**Brooklyn Mims**
Moswen Taylor
5 Recruits
BRONZE

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted $2,000 Net ALP

# Will you be a winner in our DALLAS COWBOYS contests?

## COWBOYS VS. VIKINGS
### 11-10-19

**Who is eligible:** SGAs and MGAs

**Qualification period:**
SGAs – Net ALP from Sept. AP&P plus Month-to-Date thru Week Ending Oct. 17/18
MGAs – Net ALP from 7 Weeks of Advance Reports for Weeks ending Sept. 5/6 thru Oct. 17/18

**35 Winners**

## COWBOYS VS. BILLS
### 11-28-19

**Who is eligible:** Individual Producers and Managers – must have pre-registered by Sept. 15

**Qualification period:** September & October Net ALP

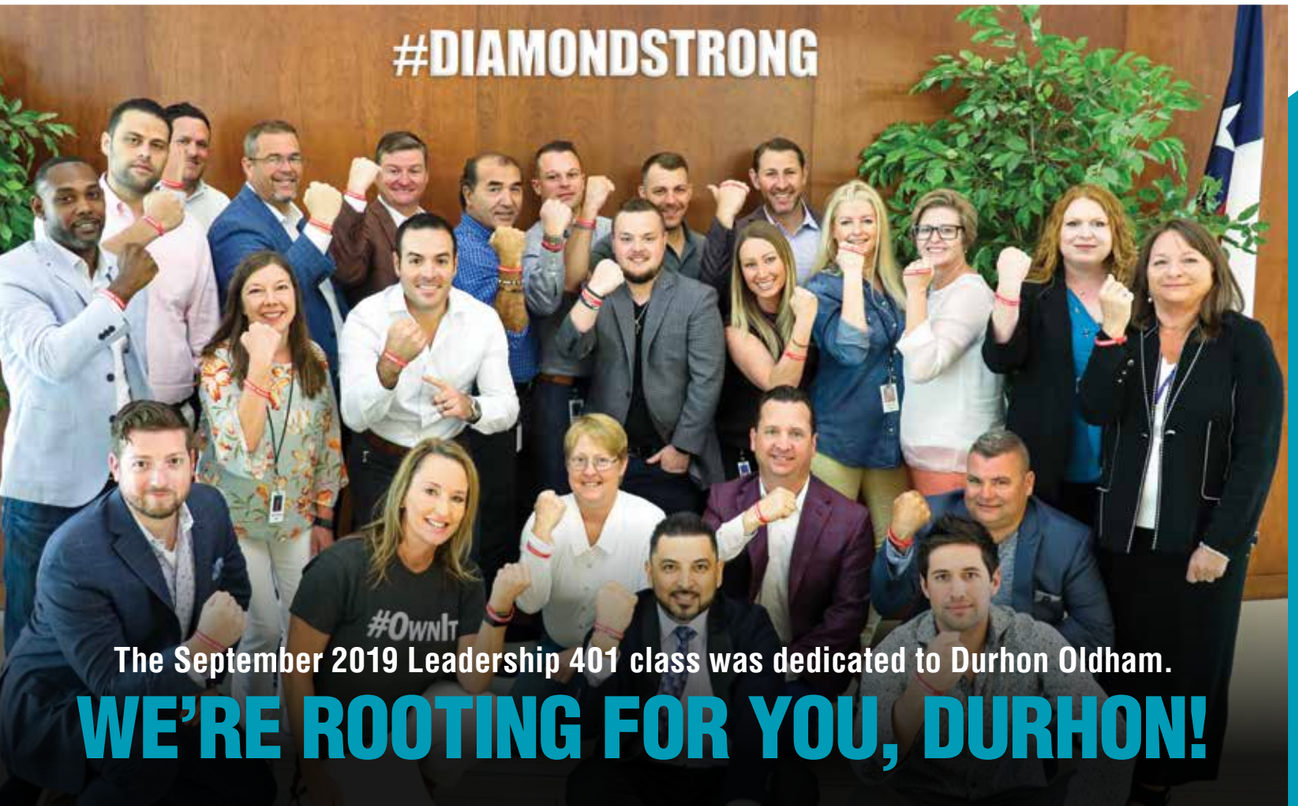
**40 Winners**

**Hope to see YOU at AT&T Stadium in Arlington, TX!**

NILICO

Globe Life

OFFICIAL LIFE INSURANCE OF THE DALLAS COWBOYS




The September 2019 Leadership 401 class was dedicated to Durhon Oldham.

**WE'RE ROOTING FOR YOU, DURHON!**



# FAILURE IS THE STEPPING STONE TO SUCCESS

**Domenico Bertini**
Division Executive Vice President
American Income Division

**AS SALES PEOPLE, WE ARE ALL IN** business for gap analysis; in fact, when we are in the home with a prospect, our needs analysis is really gap analysis. We are trying to identify the problem that our product will solve.

The tools of our trade are not words, but questions. We use questions to get the appointment, uncover the problem, discover the gap where the client is and where he/she needs to be, and finally we describe how much better off the client will be if he/she were to have our product.

There's an old saying: "No need, no presentation." The need to close the gap has to be there, and our job is to make it compelling. That is why using the needs survey in the presentation is a step you cannot miss.

So why are we not doing more presentations than what the data shows?

Fear of failure.

It's the single greatest obstacle to success in adult life. We can also define it as the fear of rejection. In the beginning of our careers, most of us are caught in this cycle/trap of "I can't but I have to" or "I have to but I can't."

We tell ourselves, however, that we already are so busy, there's no way we could pack in more selling time without adding hours to our days. But have we taken a close look at that claim? Do we really know how we spend each moment of our days? It might surprise you.

Based on 5 presentations a week, we spend about 10 to 12 hours a week selling. That's right – about 30% of a 40-hour week. What are we doing the rest of the time? We spend mornings getting warmed up – drinking coffee, chatting with friends, reading the paper and checking voice mail and email, and lots of Facebook. Eventually, we leave to go to our appointments. On average, the first sales call is not made before 4:00 P.M. By the time we have a couple of no-shows, one or two more coffee drinks at Starbucks, and some more emails and Facebook time, the day is over.

This time not selling is well justified; after all, the clients did not show. And coffee must be drunk to stay alert, voice mail needs to be checked to see if anyone has called because they changed their mind and now they want to buy. And sales calls before 4:00 pm aren't possible because no one's home before that time, and we certainly don't want to waste any time with retirees.

In truth, most of us could spend a lot more time selling. Two things are holding us back – fear of failure and fear of rejection. The fear of a prospect saying no acts like a subconscious brake that holds us back and causes us to underperform. Of course, we always have a wonderful selection of excuses and rationalizations, but the real reason is fear of rejection.

Not convinced? Consider this: If we were handed a list of prospects so well qualified that at least 90% were guaranteed to buy on one certain day and time, how do you think we would spend that day? We sure wouldn't be drinking coffee and checking Facebook!

Now that you know the reason we aren't maximizing our sales time, here's how we can help ourselves.

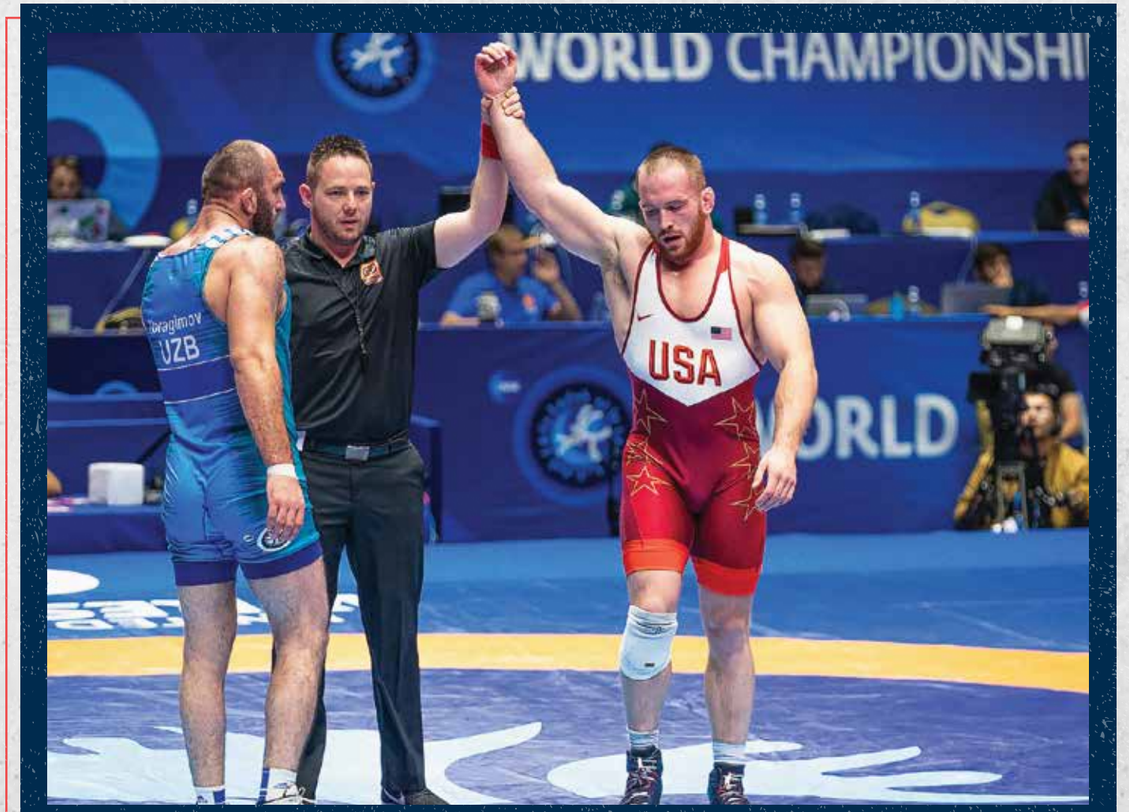
1. **LEARN THAT REJECTION IS NOT PERSONAL.** Stop worrying about it when people react to our presentation negatively. After spending time with our Top Producer Council members, I can tell you that top salespeople understand this principle and have built their self-esteem up to such an extent that a 'no' doesn't bother them. In fact, a 'no' to a top performer is a challenge, not a rejection.
2. **TRAIN IN COURAGE.** It takes courage to get up each day and face the fears of failure and rejection, but the good news is that courage is a habit just like brushing your teeth at night or taking a morning vitamin. Like a muscle, the more we practice courage, the stronger we become. Eventually we reach the point at which we are virtually unafraid.
3. Get this: **WE HAVE TO GET THROUGH THE *'NO's'* BEFORE WE GET TO THE *'YES's.'*** With a close ratio of 30%, if you make 12 presentations, you'll have 4 sales and you will be very successful. But remember that eight people that week still said 'no.'

Everything happens for a reason, and so it is with success; that is not an accident. Failure is not an accident either. Both are choices.

The most successful agents in our company know that their failures when they started have become the real stepping stones to their success today. But, they did not give up and they did not quit; that's how they can easily stand on stage today and tell their ongoing story.

THE BUSINESS ATHLETE

# THERE IS AN "I" IN TEAM




*Flickr.com photo used under Creative Commons from LutteLens*

By:
**David Guzman**
*Sales Director*

**Contrary to the popular saying, we do believe there is an "I" in team.**

Mark de Rond wrote the book *There is an I in Team* which describes how great sports teams achieve high performance and how businesses can relate to lessons from sports.

A team is made up of you and I and we all have a role to play to make the team great. Great teams can be created by ensuring that each individual excels in their own way. In today's day and age, organizations don't succeed by making people conform to certain limitations, but by encouraging each person to work to the best of their abilities. Each individual can be a business athlete independently, work hard and shine, but when the efforts of individuals are combined, they lead to the success of the team.

As insurance agents for American Income Life, as we set out to perform our daily duties, it's important to remember that we are individuals but part of a team as well. We are representatives of a team and our input contributes to the total input of the team. In all kinds of careers, especially in sports, an individual may be performing alone, but represents a whole team.

Look at former Ohio State and Olympic wrestling gold medalist Kyle Snyder, for example. He may be wrestling individually, and yet, he is a representative of a team. His win is also the team's win. In insurance sales, each one of us is a business athlete. We work alone but we represent the team and this gives meaning to the phrase 'there is an "I" in Team.

When we get up every morning, we work on tasks that lead towards achieving the individual goals that we have set. As we create these goals, it's important that we align them with those of the agency and that we consider the agency's vision and mission. As business athletes, we may be wrestling in the ring but we are not doing it just for us but for the team. Self-leadership comes in when playing such a role on a team. We use self-leadership to create self-discipline that drives us to work towards achieving our goals, knowing in the back of our minds that we're not only representing ourselves as an individual but representing our team as well.

Remember, whatever we set out to do each day out in the field, we contribute to the team. Be a business athlete and remember as we wrestle our opponents out there, our team wins when we win. The team counts on our performance each day to play its part to the team's triumph. Let no one tell you that there is no "I" in Team. Shine individually and strive to win, because when we win, the team wins as well.

**TELL US** how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to lcfry@ailife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of Spotlight.

# A MEDITERRANEAN CRUISE?

## SÌ GRAZIE! (YES, PLEASE!)

### SAVE THE DATES: AUGUST 17-24, 2020

**Four countries. Seven ports of call. Luxury accommodations aboard Silversea's *Silver Moon*. Memories for a lifetime. That's what awaits you and your guest if you are a winner of AIL/NILICO's new 6-Month Mediterranean Cruise Contest!**

**The ship departs Rome with ports of call in Livorno (Tuscany), Portofino, Monte Carlo (Monaco), Marseilles (France), Palamos and Barcelona (Spain). While the destinations are truly spectacular, you'll also love the journey! Silversea cruises are known for their upscale attitude and enhanced amenities.**

**CONTEST PERIOD:** Business or cards received and processed by Home Office between October 1, 2019 and March 31, 2020.

**PERSONAL PRODUCERS (15):** Top 5 + additional 10 winners chosen by drawing

**SAs & GAs (1 each):** Determined by drawing. Entries in the drawing based on Net ALP

**MGAs (5):**

- (CAT 1) 1 winner, (CAT 2) 1 winner, (CAT 3) 1 winner — based on top growth over baseline
- (CAT 4–14 & Rookies combined) 2 winners by drawing

**RGAs (1):** 1 winner based on top growth over baseline comparison

**SGAs (6):**

- (CAT 1–2 combined) 3 winners
  —2 winners based on highest Net ALP growth over baseline
  —1 winner by drawing
- (CAT 3) 1 winner based on highest Net ALP growth over baseline
- CAT 4–11 combined) 2 winners by drawing

**PUBLIC RELATIONS REP/MARKETING SPECIALIST (2)**

- Top PR Rep/Marketing Specialist with highest percentage of objective
- 1 winner by drawing

**PR DIRECTORS AND MANAGERS (1):**
1 winner by drawing

**SALES VPs (1) AND DIRECTORS (1):**
2 winners by drawing

**FOR COMPLETE QUALIFICATIONS, RULES, AND HOW DRAWING ENTRIES ARE ACCRUED, REFER TO THE ARC: arc.ailife.com/default.aspx & arc.nilife.com/default.aspx**

NOTES: All winners must meet company 4-month retention or net to gross requirements in order to be eligible. During contest period, SGA categories will remain unchanged from 2019 assignments **and must be active as an SGA for the full contest period to compete.**

# INDIVIDUALPRODUCERS

1
ASHLEY RUST
INDIANAPOLIS, IN

2
TRENTON MILLER
SACRAMENTO, CA

3
ROBERT ENSIGN
CLEVELAND, OH

4
JOSHUA DISHONG
COLUMBUS, OH

5
CORY MONCOL
CLEVELAND, OH

6
NICHOLAS CHUMA
COLUMBUS, OH

7
MEENAKSHI CHAVIS
CONCORD, CA

8
TONY GEORGES
CLEVELAND, OH

9
DANIEL PRINZO
CLEVELAND, OH

10
CARMEN ARROYO
FLUSHING, NY

11
OMAR HASHIMI
CONCORD, CA

12
CHRISTOPHER BENNETT
CHATTANOOGA, TN

13
ANTHONY RIVELLINO
CLEVELAND, OH

14
ALLISON KUSGEN
CLEVELAND, OH

15
HANY MIKHAIL
WEXFORD, PA

16
AL-KARIM WALJI
EDMONTON, AB

17
MATTHEW LEHMAN
COLUMBUS, OH

18
KEVIN ISHIKANE
KAPOLEI, HI

19
AREF SAYEGH
HALIFAX, NS

20
CHRISTOPHER MCGLYNN
CLEVELAND, OH

## ICEBREAKERS

KATI LEWAY
COLUMBUS, OH

LISHBEHT RAMOS
WILMINGTON, MA

SEAN FOBBS
CLEVELAND, OH

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.



## AUGUST

| Rank | | Net ALP | NTG | RET | MGA | SGA |
|---|---|---|---|---|---|---|
| 1 | Ashley Rust | $56,808 | | 82.4 | | James Cunningham |
| 2 | Trenton Miller | $56,036 | 100 | | Mark Neilson | Altig-Orlovic |
| 3 | Robert Ensign | $51,027 | | 78.6 | Derek Foore | S-S-Parks-Salvaggi |
| 4 | Joshua Dishong | $50,355 | | 87.2 | Joshua Dishong | S-S-Bendure-Hartwig |
| 5 | Cory Moncol | $41,815 | | 91.8 | Matthew Conrad | S-S-Parks-Salvaggi |
| 6 | Nicholas Chuma | $41,155 | | 87.1 | Chase Miller | S-S-Bendure-Hartwig |
| 7 | Meenakshi Chavis | $38,788 | | 75.7 | Doreen Ryan-Foti | Don Foti |
| 8 | Tony Georges | $35,695 | | 84.9 | Mario Hajro | S-S-Parks-Salvaggi |
| 9 | Daniel Prinzo | $35,376 | | 86.8 | Brent Bowling | S-S-Parks-Salvaggi |
| 10 | Carmen Arroyo | $35,194 | | 87.4 | Bobby Szwaja | Theodore Pappas |
| 11 | Omar Hashimi | $34,047 | | 84.8 | | Don Foti |
| 12 | Christopher Bennett | $33,939 | | 74.5 | Christopher Buttacavoli | Altig-Orlovic |
| 13 | Anthony Rivellino | $32,529 | 94 | | Matthew Conrad | S-S-Parks-Salvaggi |
| 14 | Allison Kusgen | $31,925 | | 89.7 | Jon Morrow | S-S-Parks-Salvaggi |
| 15 | Hany Mikhail | $28,311 | | 88.6 | Michael Russin | Simon Arias |
| 16 | Al-Karim Walji | $27,961 | | 77.0 | | Altig-Orlovic |
| 17 | Matthew Lehman | $27,046 | | 91.1 | Bryan Juskiw | S-S-Bendure-Hartwig |
| 18 | Kevin Ishikane | $26,798 | | 88.9 | Blake Higuchi | Altig-Orlovic |
| 19 | Aref Sayegh | $26,203 | | 81.5 | Phillip Waisman | Satti-Kanaan |
| 20 | Christopher McGlynn | $25,806 | | 84.8 | Mike Paragiou | S-S-Parks-Salvaggi |
| 21 | Lily Sakai | $25,644 | | 89.2 | | Cohen-Cohen |
| 22 | Corey Lumley | $25,587 | | 84.1 | Brent Bowling | S-S-Parks-Salvaggi |
| 23 | Vincent Radisek | $25,576 | | 89.6 | Matthew Conrad | S-S-Parks-Salvaggi |
| 24 | Nicholas Llewellyn | $25,374 | 86 | | Brent Bowling | S-S-Parks-Salvaggi |
| 25 | Magaly Una | $25,292 | | 86.8 | Shahab Mahdavinejad | Theodore Pappas |
| 26 | Kati LeWay | $24,923 | 100 | | | S-S-Bendure-Hartwig |
| 27 | Roger Fredericks | $23,069 | | 77.7 | Adrienne Bragas | Altig-Orlovic |
| 28 | Weslee Cajeras | $22,841 | 99 | | Jonathan Da-al | Steve Friedlander |
| 29 | Jordan Mabin | $22,414 | 94 | | Brent Bowling | S-S-Parks-Salvaggi |
| 30 | Ryan Vance | $22,348 | | 89.4 | Brent Bowling | S-S-Parks-Salvaggi |
| 31 | Max Quasem | $22,260 | | 93.3 | | Cohen-Cohen |
| 32 | Triston Miller | $22,041 | 86 | | Brent Bowling | S-S-Parks-Salvaggi |
| 33 | Julie Aprahamian | $21,979 | | 91.6 | Matthew Cartwright | S-S-Parks-Salvaggi |
| 34 | Jamy Delgado | $21,701 | 94 | | Kimberly Hamilton | Oldham-Gryska |
| 35 | Lincoln Dziekonski | $21,539 | | 88.6 | Lee Jeffers | Altig-Orlovic |
| 36 | Nicklaus Boker | $21,263 | | 81.7 | Eric Thompson | S-S-Parks-Salvaggi |
| 37 | Bruce Tan | $21,052 | | 89.9 | Christopher Clark | Altig-Orlovic |
| 38 | Michael van Delft | $21,011 | | 85.7 | Michael van Delft | Satti-Kanaan |
| 39 | Nidajaved Cheema | $20,994 | 88 | | Mark Lahijani | Theodore Pappas |
| 40 | Michael J Romero | $20,729 | | 86.1 | Rahmatullah Romal Omid | Mathew Hart |
| 41 | Devin Taylor | $20,589 | 84 | | Matthew Conrad | S-S-Parks-Salvaggi |
| 42 | Karina Escobar | $20,587 | | 86.0 | Nic Iagulli | S-S-Bendure-Hartwig |
| 43 | Cody Garza | $20,131 | 88 | | Mark Neilson | Altig-Orlovic |
| 44 | Mohamad Raychouni | $20,126 | | 89.3 | Joseph Gojcaj | Zach Hart |
| 45 | Joachim Jean | $19,708 | | 89.3 | Ryan Hall | Laura Fisher |
| 46 | Ikram Al-Shobaki | $19,262 | | 73.5 | | Chalom-Paz |
| 47 | Trevor Bailey | $18,819 | | 78.2 | Phillip Waisman | Satti-Kanaan |
| 48 | Cameron Ontko | $18,637 | | 86.3 | Brent Bowling | S-S-Parks-Salvaggi |
| 49 | Fabian Aniekwensi | $18,576 | | 88.5 | Christopher Chovanec | Michael Vasu |
| 50 | Tiffiney Harmouche | $18,451 | | 89.3 | Mario Hajro | S-S-Parks-Salvaggi |

**ALL TIME RECORD:** $189,995 Net ALP — MARK NEILSON

## YTD

| Rank | | Net ALP | NTG | RET | MGA | SGA |
|---|---|---|---|---|---|---|
| *1 | Ashley Rust | $290,410 | | 82.4 | | James Cunningham |
| *2 | Meenakshi Chavis | $284,339 | | 75.7 | Doreen Ryan-Foti | Don Foti |
| *3 | Joshua Dishong | $282,984 | | 87.2 | Joshua Dishong | S-S-Bendure-Hartwig |
| *4 | Robert Ensign | $242,920 | | 78.6 | Derek Foore | S-S-Parks-Salvaggi |
| *5 | Tony Georges | $237,813 | | 84.9 | Mario Hajro | S-S-Parks-Salvaggi |
| *6 | Hany Mikhail | $230,589 | | 88.6 | Michael Russin | Simon Arias |
| *7 | Michael van Delft | $228,358 | | 85.7 | Michael van Delft | Satti-Kanaan |
| *8 | Cory Moncol | $218,814 | | 91.8 | Matthew Conrad | S-S-Parks-Salvaggi |
| *9 | Arif Hajro | $215,100 | | 82.1 | Mario Hajro | S-S-Parks-Salvaggi |
| *10 | Mario Hajro | $212,833 | | 78.6 | Mario Hajro | S-S-Parks-Salvaggi |
| 11 | George Kamel | $206,126 | | 85.8 | | S-S-Bendure-Hartwig |
| 12 | Lily Sakai | $205,801 | | 89.2 | | Cohen-Cohen |
| 13 | Taulant Bane | $200,240 | | 82.5 | | S-S-Parks-Salvaggi |
| 14 | Muhammed Ashraf | $194,132 | | 89.9 | Sabrina Kryshundayal | Theodore Pappas |
| 15 | Joey Kennedy | $191,018 | | 81.1 | | Altig-Orlovic |
| 16 | Mohamad Raychouni | $190,745 | | 89.3 | Joseph Gojcaj | Zach Hart |
| 17 | Anton Ljuljdjuraj | $188,899 | 90 | | Dario Messina | Hart-Dushaj |
| 18 | Daniel Prinzo | $188,164 | | 86.8 | Brent Bowling | S-S-Parks-Salvaggi |
| 19 | Bobby Park | $187,912 | | 86.9 | Mark Neilson | Altig-Orlovic |
| 20 | Joseph Sarasin | $186,427 | | 84.8 | | S-S-Bendure-Hartwig |
| 21 | Eno Iftiu | $186,029 | | 75.4 | Mario Hajro | S-S-Parks-Salvaggi |
| 22 | Roger Fredericks | $180,700 | | 77.7 | Adrienne Bragas | Altig-Orlovic |
| 23 | Nicholas Chuma | $179,640 | | 87.1 | Chase Miller | S-S-Bendure-Hartwig |
| 24 | Bryan Juskiw | $175,234 | | 83.9 | Bryan Juskiw | S-S-Bendure-Hartwig |
| 25 | Al-Karim Walji | $166,831 | | 77.0 | | Altig-Orlovic |
| 26 | Meardey Kim | $165,971 | | 84.9 | Yussuf El-Zein | Altig-Orlovic |
| 27 | Joel Trask | $163,744 | | 74.5 | Christopher Bungay | Satti-Kanaan |
| 28 | Omar Hashimi | $162,227 | | 84.8 | | Don Foti |
| 29 | Elizabeth Garcia | $160,162 | | 99.8 | Zach Otto | Sabrina Lloyd |
| 30 | Jean Joseph | $155,940 | | 73.8 | | Tom Williams |
| 31 | Aref Sayegh | $155,025 | | 81.5 | Phillip Waisman | Satti-Kanaan |
| 32 | Max Quasem | $151,366 | | 93.3 | | Cohen-Cohen |
| 33 | Kevin Ishikane | $150,247 | | 88.9 | Blake Higuchi | Altig-Orlovic |
| 34 | Bruce Viaje | $149,698 | | 80.4 | Bobby Gujral | Altig-Orlovic |
| 35 | Abeni Reynolds | $148,022 | 95 | | Britton Costa | Simon Arias |
| 36 | Joachim Jean | $147,097 | | 89.3 | Ryan Hall | Laura Fisher |
| 37 | David Melendrez | $143,647 | | 77.1 | | Cindy Furer |
| 38 | Johnathon Bogoslowski | $141,543 | | 78.3 | Kenan Hyseni | Altig-Orlovic |
| 39 | Jadwiga Martins | $138,937 | | 78.6 | Jesse Doherty | Altig-Orlovic |
| 40 | Ruben Soberanes | $137,678 | | 78.6 | Doreen Ryan-Foti | Don Foti |
| 41 | Ian Pickett | $137,564 | | 80.4 | Bobby Gujral | Altig-Orlovic |
| 42 | Shannon Stroud | $134,531 | | 83.5 | Alma Lozano | Richard Correa |
| 43 | Harvey Quinn | $134,477 | | 83.8 | Kimberly Hamilton | Oldham-Gryska |
| 44 | Alexander Pham | $133,930 | | 79.6 | Bruce Viaje | Altig-Orlovic |
| 45 | Ryan Vance | $132,980 | | 89.4 | Brent Bowling | S-S-Parks-Salvaggi |
| 46 | Richard Sidoti | $132,318 | | 84.2 | Lauren Coyne | Altig-Orlovic |
| 47 | Michael Battaglio | $131,844 | | 92.8 | Mavrick Fredericks | Evan Holzhauer |
| 48 | Adem Abdula | $129,227 | | 81.1 | Corey Helly | Giglione-Ackerman |
| 49 | Carlo Trinidad | $127,443 | | 77.4 | Bobby Gujral | Altig-Orlovic |
| 50 | Jesse Fullmer | $125,795 | | 84.9 | Clint Perry | Altig-Orlovic |

**ALL TIME RECORD:** $756,403 Net ALP — JOSH DISHONG

# SUPERVISINGAGENTS

1
JOHN TORRES
WAUWATOSA, WI

2
ARIF HAJRO
CLEVELAND, OH

3
JONATHAN RAMIREZ
MIAMI, FL

4
LINO STRUSSIONE
TROY, MI

5
TRISTAN DLABIK
WEXFORD, PA

6
WILLIAM THOMAS
CLEVELAND, OH

7
JONATHAN CONN
TROY, MI

8
ELEANOR POWELL
TRACY, CA

9
JESSE WEAVER
KAILUA, HI

10
RAVEN BRENT
FAIRFAX, VA

## AUGUST

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|---|---|---|---|---|---|---|---|
| 1 | John Torres | $50,720 | $80,022 | 91 | | Daryl Graham | S-S-Parks-Salvaggi |
| 2 | Arif Hajro | $40,239 | $69,049 | 94 | | Mario Hajro | S-S-Parks-Salvaggi |
| 3 | Jonathan Ramirez | $34,816 | $37,975 | | 76.5 | Patricia Contreras | Beto Quintero |
| 4 | Lino Strussione | $34,543 | $36,431 | 96 | | Joseph Gojcaj | Zach Hart |
| 5 | Tristan Dlabik | $30,247 | $50,129 | | 81.1 | Brody Maughan-Evanson | Simon Arias |
| 6 | William Thomas | $29,232 | $149,621 | | 89.6 | Matthew Conrad | S-S-Parks-Salvaggi |
| 7 | Jonathan Conn | $27,397 | $36,774 | 97 | | Joseph Gojcaj | Zach Hart |
| 8 | Eleanor Powell | $26,752 | $32,862 | | 73.6 | Trevor Smith | Mathew Hart |
| 9 | Jesse Weaver | $25,091 | $25,091 | 96 | | Blake Higuchi | Altig-Orlovic |
| 10 | Raven Brent | $21,869 | $21,869 | 94 | | John Lamere | Altig-Orlovic |
| 11 | Tyler Cox | $20,943 | $27,197 | 100 | | Matthew Bogle | Matt Henderson |
| 12 | Daniel Jiles | $20,324 | $20,324 | 97 | | Michael McKiernan | Dustin Venekamp |
| 13 | Antonino Taormina | $19,874 | $23,696 | 88 | | Kimberly Hamilton | Oldham-Gryska |
| 14 | Kaler Turenne | $19,833 | $27,996 | | 73.5 | Christina Jauch | Simon Arias |
| 15 | Joshua Egyud | $19,464 | $20,455 | 92 | | Sokol Fazliu | Simon Arias |
| 16 | Kevin Argumedo Barrientos | $19,336 | $19,336 | 98 | | Mark Neilson | Altig-Orlovic |
| 17 | Dirk Tanses | $19,179 | $18,302 | 93 | | Zach Otto | Sabrina Lloyd |
| 18 | Christopher E Filline | $18,240 | $18,665 | 99 | | Bryanna Campos | Jose Carvajal |
| 19 | Mauro Capozucca | $17,901 | $20,311 | 88 | | Patricia Contreras | Beto Quintero |
| 20 | Klyo Vidal | $17,710 | $19,161 | 93 | | Patricia Contreras | Beto Quintero |

ALL TIME RECORDS: $268,100 1st 6 Mo Agt — JEFFREY HUDSON | $268,100 Net ALP — JEFFREY HUDSON

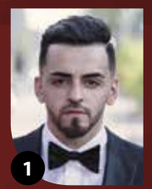
## YTD

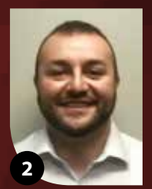
| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|---|---|---|---|---|---|---|---|
| *1 | Erica Robertson | $305,399 | $409,238 | | 87.8 | Britton Costa | Simon Arias |
| *2 | William Thomas | $260,865 | $543,369 | | 89.6 | Matthew Conrad | S-S-Parks-Salvaggi |
| *3 | Tristan Dlabik | $248,820 | $379,889 | 89 | 81.1 | Brody Maughan-Evanson | Simon Arias |
| *4 | Arif Hajro | $225,072 | $443,815 | 94 | | Mario Hajro | S-S-Parks-Salvaggi |
| *5 | James P Raines | $153,009 | $183,262 | 88 | | Paul Smith | Zach Hart |
| 6 | Gjon Ljuljduraj | $144,114 | $351,867 | | 82.9 | Dario Messina | Hart-Dushaj |
| 7 | Colin Ghee | $129,331 | $230,440 | | 85.8 | Aaron Parks | Simon Arias |
| 8 | Mark Bernsdorff | $129,175 | $220,072 | 85 | | Gregory Rudolph | Simon Arias |
| 9 | Daniel Pacheco | $126,908 | $172,449 | 86 | | Sergio Carta | Beto Quintero |
| 10 | James Muir | $126,502 | $141,916 | | 82.9 | Christopher Bentley | Altig-Orlovic |
| 11 | Michael J Romero | $109,589 | $219,735 | | 79.5 | Rahmatullah Romal Omid | Mathew Hart |
| 12 | Kelsey Brown | $101,838 | $136,316 | 87 | | Omar Billy | Jamison Weatherspoon |
| 13 | John Torres | $101,620 | $185,265 | 91 | | Daryl Graham | S-S-Parks-Salvaggi |
| 14 | Matthew Roebke | $101,079 | $200,592 | | 74.8 | Steven King | Zach Hart |
| 15 | Aaron Ebel | $98,554 | $98,554 | 89 | | Mark Neilson | Altig-Orlovic |
| 16 | Garkeiva Council | $92,669 | $136,698 | 85 | | Nicole Sanders | Michael Vasu |
| 17 | Erik Geer | $92,443 | $128,278 | 93 | | Tony Geer | S-S-Bendure-Hartwig |
| 18 | Jessica Rosenberg | $90,449 | $133,196 | | 74.8 | Angel Martinez | Dorian Oldham |
| 19 | Jonathan Ramirez | $90,211 | $133,506 | | 76.5 | Patricia Contreras | Beto Quintero |
| 20 | Shawn Mishra | $89,648 | $139,595 | | 90.9 | Bobby Gujral | Altig-Orlovic |

ALL TIME RECORDS: $593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | $659,568 Net ALP — GEORGE KAMEL



# GENERALAGENTS


1
MOHAMAD RAYCHOUNI
TROY, MI


2
ENO IFTIU
CLEVELAND, OH

3
CARLOS IRAHETA BARRIENTOS
LOS BANOS, CA

4
MICHAEL GIACHETTI
WAUWATOSA, WI

5
TRAVIS KOVACH
CLEVELAND, OH

6
DORIS MARTINEZ GARCIA
MIAMI, FL

7
BRANDON DUSEVIC
TROY, MI

8
TYLER DAHLIN
ROCHESTER, NY

9
MAX AKERS
HOUSTON, TX

10
MATTHEW DAWSON
CLEVELAND, OH

## AUGUST

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|---|---|---|---|---|---|---|---|
| 1 | Mohamad Raychouni | $77,304 | $114,284 | | 80.5 | Joseph Gojcaj | Zach Hart |
| 2 | Eno Iftiu | $64,536 | $85,022 | 90 | | Mario Hajro | S-S-Parks-Salvaggi |
| 3 | Carlos Iraheta Barrientos | $54,650 | $70,133 | 90 | | Mark Neilson | Altig-Orlovic |
| 4 | Michael Giachetti | $53,293 | $86,121 | 90 | | Daryl Graham | S-S-Parks-Salvaggi |
| 5 | Travis Kovach | $50,042 | $240,037 | | 83.5 | Matthew Conrad | S-S-Parks-Salvaggi |
| 6 | Doris Martinez Garcia | $48,371 | $76,371 | 92 | | Sergio Carta | Beto Quintero |
| 7 | Brandon Dusevic | $47,733 | $60,668 | | 73.7 | Paul Smith | Zach Hart |
| 8 | Tyler Dahlin | $46,139 | $55,921 | 91 | | Kimberly Hamilton | Oldham-Gryska |
| 9 | Max Akers | $44,914 | $50,183 | 83 | | Jose Viramontes | Michael Vasu |
| 10 | Matthew Dawson | $39,368 | $78,755 | 86 | | Brent Bowling | S-S-Parks-Salvaggi |
| 11 | Jenna Grula | $39,226 | $53,850 | | 78.5 | Sokol Fazliu | Simon Arias |
| 12 | Tiffany Beadnell | $38,102 | $38,602 | | 75.3 | Blake Higuchi | Altig-Orlovic |
| 13 | Valentino Kalaj | $36,926 | $45,699 | 97 | | Paul Smith | Zach Hart |
| 14 | Jorge Toribio | $35,966 | $66,327 | | 75.1 | Jeffrey Espinal | Theodore Pappas |
| 15 | Mariam Shahid | $34,655 | $37,826 | | 77.6 | Shahab Mahdavinejad | Theodore Pappas |
| 16 | Alfredo Garcia | $34,593 | $65,899 | | 81.7 | Walter Icaza | Beto Quintero |
| 17 | Danny Juskiw | $32,427 | $111,817 | 93 | | Bryan Juskiw | S-S-Bendure-Hartwig |
| 18 | Jennylyn Militante-Radnoty | $32,365 | $68,247 | | 83.6 | Anita Ferris | Steve Friedlander |
| 19 | Aleanya Moore | $31,747 | $46,915 | 83 | | Michael Joseph | James Cunningham |
| 20 | Andrew McAughey | $30,822 | $44,991 | 89 | | Dylan Johnson | Hart-Weller |

ALL TIME RECORDS: $470,416 1st 6 Mo Agt — JEFFREY HUDSON | $473,032 Net ALP — JEFFREY HUDSON

## YTD

| Rank | | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|---|---|---|---|---|---|---|---|
| *1 | Travis Kovach | $348,229 | $1,171,491 | | 83.5 | Matthew Conrad | S-S-Parks-Salvaggi |
| *2 | Timothy Bugge | $322,428 | $473,547 | | 81.7 | Britton Costa | Simon Arias |
| *3 | Carlos Iraheta Barrientos | $302,552 | $411,335 | 90 | | Mark Neilson | Altig-Orlovic |
| *4 | Michael Ezeafulukwe | $295,112 | $483,568 | | 75.2 | Duni Olusegun | James Cunningham |
| *5 | Kinga Filipiak | $283,621 | $350,846 | | 76.1 | Patrycja Grudzinska | Sabrina Lloyd |
| 6 | Eno Iftiu | $282,281 | $728,465 | 90 | | Mario Hajro | S-S-Parks-Salvaggi |
| 7 | Candace Minor | $272,213 | $479,069 | 82 | | Nicole Sanders | Michael Vasu |
| 8 | Steven Rios | $259,530 | $312,003 | 86 | | Zach Otto | Sabrina Lloyd |
| 9 | Mohamad Raychouni | $246,801 | $654,455 | | 80.5 | Joseph Gojcaj | Zach Hart |
| 10 | Max Akers | $244,288 | $322,206 | 83 | | Jose Viramontes | Michael Vasu |
| 11 | Mark Auvil | $241,439 | $388,826 | | 78.6 | Brody Maughan-Evanson | Simon Arias |
| 12 | Roxie Soto | $240,737 | $417,121 | | 77.8 | Walter Icaza | Beto Quintero |
| 13 | Doris Martinez Garcia | $235,707 | $322,890 | 92 | | Sergio Carta | Beto Quintero |
| 14 | Alfredo Garcia | $229,619 | $390,238 | | 81.7 | Walter Icaza | Beto Quintero |
| 15 | Michael Jang | $228,277 | $287,037 | 87 | | Duane Shaw | Sabrina Lloyd |
| 16 | Jennylyn Militante-Radnoty | $222,355 | $408,108 | | 83.6 | Anita Ferris | Steve Friedlander |
| 17 | Jenna Grula | $219,923 | $341,672 | | 78.5 | Sokol Fazliu | Simon Arias |
| 18 | Tyler Dahlin | $207,539 | $239,540 | 91 | | Kimberly Hamilton | Oldham-Gryska |
| 19 | James Tolley | $206,590 | $500,999 | | 76.7 | Gregory Rudolph | Simon Arias |
| 20 | Tammy Gawron | $205,472 | $310,564 | 88 | | Elias Boles | Oldham-Gryska |

ALL TIME RECORDS: $2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | $2,259,927 Net ALP — MEGAN JOHNSON

# MASTERGENERALAGENTS

I
WALTER ICAZA
MIAMI, FL

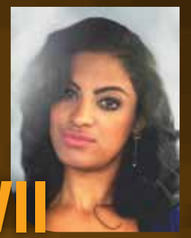
II
KIMBERLY HAMILTON
ROCHESTER, NY

III
MATTHEW CONRAD
CLEVELAND, OH

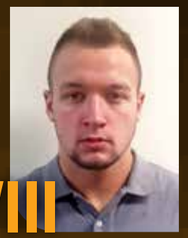
IV
ANITA FERRIS
AUCKLAND, NZ

V
ELIAS BOLES
ROCHESTER, NY

VI
JOSEPH TOMANOVICH
LAS VEGAS, NV



VII
JINELLY URENA
SAN ANTONIO, TX



VIII
DARYL GRAHAM
WAUWATOSA, WI

IX
JESSICA SANTAMARINA
DULUTH, GA

X
SLAVITA HUT
TULSA, OK

XI
IP HARRIS
DULUTH, GA

XII
DAVID RAMIREZ
CONCORD, CA

XIII
AMANDA PETERSON
WAYNE, IN

Rookie
PATRICIA CONTRERAS
MIAMI, FL

## AUGUST

| Category | | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---|---|---|---|---|---|---|---|
| I | **Walter Icaza** | **51.9%** | **$188,212** | **$123,902** | | **76.5** | **Beto Quintero** |
| | Mark Neilson | 28.6% | $265,311 | $206,281 | | 73.0 | Altig-Orlovic |
| | Zach Otto | 19.8% | $137,432 | $114,756 | | 75.3 | Sabrina Lloyd |
| II | **Kimberly Hamilton** | **123.2%** | **$135,844** | **$60,848** | | **77.8** | **Oldham-Gryska** |
| | Blake Higuchi | 64.7% | $100,241 | $60,880 | | 78.7 | Altig-Orlovic |
| | Bobby Gujral | 23.9% | $96,060 | $77,520 | | 79.8 | Altig-Orlovic |
| III | **Matthew Conrad** | **330.8%** | **$270,627** | **$62,817** | | **84.3** | **S-S-Parks-Salvaggi** |
| | Shahab Mahdavinejad | 116.7% | $120,658 | $55,673 | | 83.0 | Theodore Pappas |
| | Beau Locker | 115.9% | $179,039 | $82,934 | | 78.1 | Matt Henderson |
| IV | **Anita Ferris** | **115.5%** | **$131,420** | **$60,987** | | **79.6** | **Steve Friedlander** |
| | Corey Helly | 113.1% | $111,716 | $52,429 | | 78.4 | Giglione-Ackerman |
| | Andrew T Wagner | 59.7% | $74,331 | $46,543 | | 74.3 | Oldham-Gryska |
| V | **Elias Boles** | **138.0%** | **$104,069** | **$43,733** | | **81.8** | **Oldham-Gryska** |
| | Mike Paragiou | 86.7% | $148,617 | $79,610 | | 78.6 | S-S-Parks-Salvaggi |
| | Sean Velasquez | 78.1% | $92,876 | $52,156 | | 76.5 | Cohen-Cohen |
| VI | **Joseph Tomanovich** | **89.3%** | **$117,763** | **$62,215** | | **73.8** | **Altig-Orlovic** |
| | Gary Slocum | 53.8% | $97,711 | $63,524 | | 76.0 | Desi Dimitrova |
| | Sabrina Kryshundayal | 42.9% | $48,985 | $34,268 | | 85.7 | Theodore Pappas |
| VII | **Jinelly Urena** | **346.7%** | **$86,551** | **$19,374** | | **74.7** | **Jose Carvajal** |
| | Matthew Cartwright | 70.6% | $60,068 | $35,214 | | 87.7 | S-S-Parks-Salvaggi |
| | Ryan McIntosh | 37.5% | $53,896 | $39,195 | | 77.2 | Altig-Orlovic |
| VIII | **Daryl Graham** | **821.4%** | **$145,836** | **$15,827** | | **76.7** | **S-S-Parks-Salvaggi** |
| | Mark Beckford | 44.9% | $48,651 | $33,575 | | 76.8 | Kyle Johnson SC |
| | Sokol Fazliu | 44.3% | $44,284 | $30,690 | | 80.3 | Simon Arias |
| IX | **Jessica Santamarina** | **116.9%** | **$62,731** | **$28,923** | | **78.6** | **Jamison Weatherspoon** |
| | Jeffrey von Kienast | 115.2% | $92,538 | $42,999 | | 79.3 | Joshua West |
| | Peter Kwiatkowski | 28.5% | $20,093 | $15,634 | | 84.0 | S-S-Parks-Salvaggi |
| X | **Slavita Hut** | **270.0%** | **$96,275** | **$26,018** | | **73.6** | **John Young** |
| | Nic Iagulli | 196.7% | $52,614 | $17,735 | | 78.6 | S-S-Bendure-Hartwig |
| | Steven Barton | 93.4% | $44,542 | $23,027 | | 81.3 | Corey Neff |
| XI | **IP Harris** | **133.5%** | **$32,163** | **$13,773** | | **78.5** | **Jamison Weatherspoon** |
| | Steve Hartman | 86.7% | $36,539 | $19,568 | | 81.5 | Dustin Venekamp |
| | Stephen Jeung | 14.6% | $23,894 | $20,856 | | 75.1 | Cohen-Cohen |
| XII | **David Ramirez** | **188.1%** | **$49,247** | **$17,093** | | **75.8** | **Don Foti** |
| | David Staffiery | 138.7% | $23,299 | $9,759 | | 86.8 | Dustin Venekamp |
| | Bobby Park | 110.3% | $16,479 | $7,835 | | 100.0 | Altig-Orlovic |
| XIII | **Amanda Peterson** | **885.9%** | **$61,987** | **$6,287** | | **80.6** | **Moswen Taylor** |
| | Tommy Conard | 65.4% | $15,621 | $9,445 | | 81.3 | Simon Arias |
| | Brian Jerome | 41.9% | $11,814 | $8,323 | | 74.5 | Tom Williams |

ALL TIME RECORD: $595,303 Net ALP — MARC SALVAGGI

## AUGUST ROOKIES

| Category | | PF | F6 Mo | F6 Mo Obj | Net ALP | NTG | RET | SGA |
|---|---|---|---|---|---|---|---|---|
| Rookie | **Patricia Contreras** | **414.9%** | **$121,142** | **$29,200** | **157,082** | | **78.7** | **Beto Quintero** |
| | Mario Hajro | 252.8% | $73,828 | $29,200 | 133,693 | | 81.6 | S-S-Parks-Salvaggi |
| | Jeffrey Espinal | 239.0% | $69,798 | $29,200 | 119,225 | | 74.4 | Theodore Pappas |
| | Sergio Carta | 214.0% | $62,495 | $29,200 | 93,685 | 88 | | Beto Quintero |
| | Brent Bowling | 190.9% | $55,740 | $29,200 | 262,320 | | 85.6 | S-S-Parks-Salvaggi |
| | Joseph Gojcaj | 189.8% | $55,422 | $29,200 | 74,009 | 85 | | Zach Hart |
| | Eric Thompson | 139.3% | $40,661 | $29,200 | 193,383 | | 80.6 | S-S-Parks-Salvaggi |
| | Randall Cook | 137.1% | $40,036 | $29,200 | 81,281 | 90 | | Jamison Weatherspoon |
| | Jesus Romero | 129.3% | $37,751 | $29,200 | 45,554 | | 73.6 | Hemerson Gonzalez |
| | Paul Smith | 128.7% | $37,581 | $29,200 | 47,119 | | 84.1 | Zach Hart |

## YTD

| Category | | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---|---|---|---|---|---|---|---|
| I | **Walter Icaza** | **91.1%** | **$1,797,267** | **$940,262** | | **76.5** | **Beto Quintero** |
| | Zach Otto | 36.0% | $1,349,636 | $992,049 | | 75.3 | Sabrina Lloyd |
| | Doreen Ryan-Foti | 15.3% | $1,787,143 | $1,550,283 | | 76.2 | Don Foti |
| II | **Bobby Gujral** | **88.0%** | **$1,283,385** | **$682,688** | | **79.8** | **Altig-Orlovic** |
| | Kimberly Hamilton | 41.6% | $1,029,586 | $727,267 | | 77.8 | Oldham-Gryska |
| | Dustin Dunbar | 10.6% | $832,881 | $753,019 | | 73.8 | Dustin Venekamp |
| III | **Matthew Conrad** | **129.4%** | **$1,481,606** | **$645,957** | | **84.3** | **S-S-Parks-Salvaggi** |
| | Beau Locker | 100.7% | $1,308,878 | $652,048 | | 78.1 | Matt Henderson |
| | Britton Costa | 88.1% | $1,117,856 | $594,275 | | 81.9 | Simon Arias |
| IV | **Bruce Viaje** | **76.0%** | **$899,624** | **$511,217** | | **79.7** | **Altig-Orlovic** |
| | Corey Helly | 75.9% | $925,402 | $526,151 | | 78.4 | Giglione-Ackerman |
| | Anita Ferris | 58.4% | $851,591 | $537,585 | | 79.6 | Steve Friedlander |
| V | **Mike Paragiou** | **82.5%** | **$792,714** | **$434,347** | | **78.6** | **S-S-Parks-Salvaggi** |
| | Jeffery Thiel | 81.7% | $799,458 | $440,051 | | 80.8 | S-S-Bendure-Hartwig |
| | Bobby Hamilton | 75.6% | $783,369 | $446,208 | | 73.8 | Altig-Orlovic |
| VI | **Joseph Tomanovich** | **98.8%** | **$839,136** | **$422,008** | | **73.8** | **Altig-Orlovic** |
| | Gary Slocum | 79.0% | $747,352 | $417,579 | | 76.0 | Desi Dimitrova |
| | Magda Figueiredo | 33.1% | $479,977 | $360,733 | | 77.7 | Giglione-Ackerman |
| VII | **Jinelly Urena** | **136.7%** | **$769,779** | **$325,240** | | **74.7** | **Jose Carvajal** |
| | Andrew McQuade | 51.3% | $476,919 | $315,163 | | 76.2 | Richard Correa |
| | Matthew Cartwright | 35.7% | $472,300 | $347,925 | | 87.7 | S-S-Parks-Salvaggi |
| VIII | **Daryl Graham** | **149.6%** | **$732,535** | **$293,477** | | **76.7** | **S-S-Parks-Salvaggi** |
| | Omar Billy | 50.2% | $436,393 | $290,563 | | 74.1 | Jamison Weatherspoon |
| | Hunter Houvener | 44.0% | $434,556 | $301,740 | | 74.7 | Altig-Orlovic |
| IX | **Jeffrey von Kienast** | **138.1%** | **$630,951** | **$264,963** | | **79.3** | **Joshua West** |
| | Michael Gerstein | 86.4% | $515,654 | $276,570 | | 81.6 | Giglione-Ackerman |
| | Jessica Santamarina | 68.0% | $399,356 | $237,659 | | 78.6 | Jamison Weatherspoon |
| X | **Slavita Hut** | **112.5%** | **$424,671** | **$199,816** | | **73.6** | **John Young** |
| | Steven Barton | 73.9% | $363,133 | $208,864 | | 81.3 | Corey Neff |
| | William Parmeter | 68.2% | $347,176 | $206,393 | | 74.1 | Nicholas Moore |
| XI | **Steve Hartman** | **124.8%** | **$429,330** | **$190,973** | | **81.5** | **Dustin Venekamp** |
| | IP Harris | 109.1% | $364,058 | $174,073 | | 78.5 | Jamison Weatherspoon |
| | Jesse Rennich | 69.8% | $316,793 | $186,579 | | 78.8 | Simon Arias |
| XII | **David Staffiery** | **129.7%** | **$266,760** | **$116,132** | | **86.8** | **Dustin Venekamp** |
| | Alexandra Graham | 53.0% | $212,021 | $138,578 | | 78.4 | Greg Graham |
| | Justin Lowe | 43.7% | $185,461 | $129,053 | | 83.9 | Altig-Orlovic |
| XIII | **Amanda Peterson** | **390.6%** | **$395,716** | **$80,653** | | **80.6** | **Moswen Taylor** |
| | Mary-Delores Ayarzagoitia | 143.6% | $268,489 | $110,235 | | 77.6 | Matt Henderson |
| | Tommy Conard | 93.8% | $152,730 | $78,793 | | 81.3 | Simon Arias |
| XIV | **Steven Bensinger** | **167.4%** | **$45,369** | **$16,967** | | **91.5** | **S-S-Parks-Salvaggi** |
| | Jordan Chalom | 17.7% | $64,007 | $54,361 | | 78.7 | Chalom-Paz |

ALL TIME RECORD: $4,005,969 Net ALP — MARC SALVAGGI

## YTD ROOKIES

| Category | | PF | F6 Mo | F6 Mo Obj | Net ALP | NTG | RET | SGA |
|---|---|---|---|---|---|---|---|---|
| Rookie | **Patricia Contreras** | **334.5%** | **$781,393** | **$233,600** | **1,070,772** | | **78.7** | **Beto Quintero** |
| | Sergio Carta | 269.8% | $630,277 | $233,600 | 879,671 | 88 | | Beto Quintero |
| | Brent Bowling | 196.6% | $459,190 | $233,600 | 1,646,148 | | 85.6 | S-S-Parks-Salvaggi |
| | Clayton Slaughter | 196.0% | $457,770 | $233,600 | 641,083 | | 80.0 | Michael Vasu |
| | Mele Makaui | 172.1% | $402,107 | $233,600 | 559,073 | 95 | | Steve Friedlander |
| | Jeffrey Espinal | 160.0% | $373,813 | $233,600 | 739,125 | | 74.4 | Theodore Pappas |
| | Dominick Williams | 137.7% | $321,775 | $233,600 | 387,549 | | 75.8 | Michael Vasu |
| | Mario Hajro | 135.6% | $316,843 | $233,600 | 1,753,372 | | 81.6 | S-S-Parks-Salvaggi |
| | Mark Lahijani | 134.9% | $315,217 | $233,600 | 693,275 | | 88.2 | Theodore Pappas |
| | Adam Kidikas | 132.4% | $309,337 | $233,600 | 445,850 | | 82.5 | Joshua West |

*Spotlight* recognizes the top three Master General Agents in Categories I-XIV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments.

# REGIONAL GENERAL AGENTS

I

**LEVAR MORGAN**
FLUSHING, NY

II

**RYAN STENGLEIN**
WAYZATA, MN

III

**BEAU LOCKER**
MELBOURNE, FL

IV

**WALTER ICAZA**
MIAMI, FL

V

**MICHAEL GERSTEIN**
EDISON, NJ

VI

**MATTHEW CONRAD**
CLEVELAND, OH

VII

**ANITA FERRIS**
CHRISTCHURCH, NZ

VIII

**MIKE PARAGIOU**
CLEVELAND, OH

IX

**DARYL GRAHAM**
CLEVELAND, OH

X

**KYLE WROBEL**
HOUSTON, TX

*Spotlight* recognizes the top three Regional General Agents in Categories I-X with positive growth. Figures reflect hierarchy transfer adjustments.



## AUGUST

| Category | | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---|---|---|---|---|---|---|---|
| I | **Levar Morgan** | **35.4%** | **$272,372** | **$201,211** | | **80.6** | **Theodore Pappas** |
| | Doreen Ryan-Foti | 21.2% | $363,985 | $300,310 | | 77.4 | Don Foti |
| II | **Ryan Stenglein** | **22.4%** | **$254,435** | **$207,837** | | **79.9** | **Altig-Orlovic** |
| | Reynolds Akuamoa | 15.9% | $278,725 | $240,386 | | 76.0 | Theodore Pappas |
| | Corey Helly | 13.3% | $241,454 | $213,053 | | 76.7 | Giglione-Ackerman |
| III | **Beau Locker** | **50.0%** | **$252,049** | **$168,085** | | **75.7** | **Matt Henderson** |
| | Paul Kelly | 36.6% | $239,153 | $175,119 | | 77.5 | Steve Friedlander |
| IV | **Walter Icaza** | **141.9%** | **$302,524** | **$125,064** | | **76.4** | **Beto Quintero** |
| | Jeffrey Hall | 86.6% | $167,909 | $89,985 | | 75.5 | Albert Serur |
| | Andy Batten | 49.1% | $171,213 | $114,825 | | 74.1 | Michael Vasu |
| V | **Michael Gerstein** | **62.0%** | **$155,275** | **$95,863** | | **79.5** | **Giglione-Ackerman** |
| | Jinelly Urena | 39.5% | $142,269 | $101,988 | | 74.1 | Jose Carvajal |
| VI | **Matthew Conrad** | **281.5%** | **$262,163** | **$68,713** | | **84.5** | **S-S-Parks-Salvaggi** |
| | Kimberly Hamilton | 61.5% | $135,343 | $83,809 | | 77.5 | Oldham-Gryska |
| | Joseph Tomanovich | 36.6% | $117,829 | $86,289 | | 75.5 | Altig-Orlovic |
| VII | **Anita Ferris** | **112.0%** | **$131,420** | **$61,991** | | **79.8** | **Steve Friedlander** |
| | Ryan McIntosh | 74.3% | $111,585 | $64,032 | | 75.6 | Altig-Orlovic |
| | Bobby Hamilton | 32.9% | $104,511 | $78,632 | | 75.3 | Altig-Orlovic |
| VIII | **Mike Paragiou** | **76.9%** | **$153,348** | **$86,681** | | **79.8** | **S-S-Parks-Salvaggi** |
| | Gary Slocum | 53.8% | $97,711 | $63,524 | | 76.2 | Desi Dimitrova |
| | London Burnett | 31.8% | $62,837 | $47,690 | | 76.7 | S-S-Parks-Salvaggi |
| IX | **Daryl Graham** | **719.6%** | **$129,721** | **$15,827** | | **76.7** | **S-S-Parks-Salvaggi** |
| | Tiffany Babin-Washington | 80.4% | $63,748 | $35,337 | | 76.1 | Jay Washington |
| | Clayton Slaughter | 74.7% | $48,171 | $27,581 | | 80.0 | Michael Vasu |
| X | **Kyle Wrobel** | **4066977500.0%** | **$135,566** | **$0** | **83** | | **Michael Vasu** |
| | Randall Cook | 2464829900.0% | $82,161 | $0 | 89 | | Jamison Weatherspoon |
| | Lauren Coyne | 2107889900.0% | $70,263 | $0 | 88 | | Altig-Orlovic |

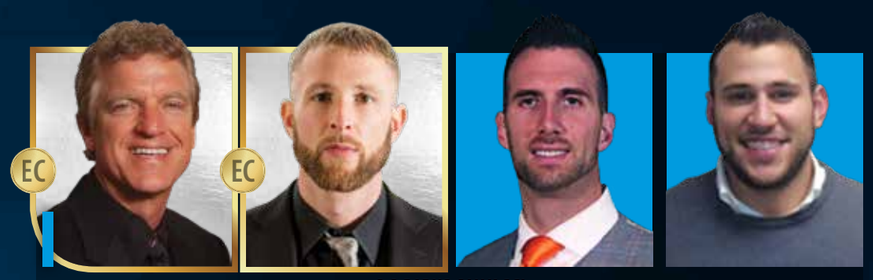
**ALL TIME RECORD:** $1,143,711 Net ALP — MATTHEW PARKS

## YTD

| Category | | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---|---|---|---|---|---|---|---|
| I | **Bobby Gujral** | **68.7%** | **$3,722,576** | **$2,206,583** | | **79.7** | **Altig-Orlovic** |
| | Mark Neilson | 30.5% | $4,396,243 | $3,367,845 | | 73.2 | Altig-Orlovic |
| | Doreen Ryan-Foti | 22.1% | $2,847,153 | $2,331,801 | | 77.4 | Don Foti |
| II | **Reynolds Akuamoa** | **24.9%** | **$2,236,083** | **$1,790,754** | | **76.0** | **Theodore Pappas** |
| | Ryan Stenglein | 14.5% | $1,915,847 | $1,673,729 | | 79.9 | Altig-Orlovic |
| | Corey Helly | 10.4% | $2,296,663 | $2,079,417 | | 76.7 | Giglione-Ackerman |
| III | **Beau Locker** | **40.9%** | **$2,199,161** | **$1,560,705** | | **75.7** | **Matt Henderson** |
| | Paul Kelly | 33.4% | $1,988,551 | $1,490,124 | | 77.5 | Steve Friedlander |
| | Joshua Dishong | 28.1% | $1,535,383 | $1,198,793 | | 81.2 | S-S-Bendure-Hartwig |
| IV | **Walter Icaza** | **106.7%** | **$1,986,671** | **$960,975** | | **76.4** | **Beto Quintero** |
| | Andy Batten | 65.6% | $1,948,767 | $1,176,897 | | 74.1 | Michael Vasu |
| | Michael Musso | 16.4% | $1,127,128 | $967,913 | | 73.1 | Tom Williams |
| V | **Michael Gerstein** | **73.7%** | **$1,412,318** | **$813,119** | | **79.5** | **Giglione-Ackerman** |
| | Brandon Summerton | 36.0% | $1,295,798 | $952,474 | | 74.6 | Altig-Orlovic |
| | Dustin Dunbar | 34.6% | $1,184,913 | $880,197 | | 74.8 | Dustin Venekamp |
| VI | **Matthew Conrad** | **123.5%** | **$1,526,125** | **$682,705** | | **84.5** | **S-S-Parks-Salvaggi** |
| | Kimberly Hamilton | 43.8% | $1,045,735 | $727,267 | | 77.5 | Oldham-Gryska |
| | Yemi Akinade | 41.2% | $950,194 | $672,869 | | 74.7 | Tom Williams |
| VII | **Britton Costa** | **99.9%** | **$1,125,736** | **$563,156** | | **81.7** | **Simon Arias** |
| | Bruce Viaje | 90.6% | $1,103,290 | $578,946 | | 79.1 | Altig-Orlovic |
| | Bobby Hamilton | 87.8% | $1,031,985 | $549,511 | | 75.3 | Altig-Orlovic |
| VIII | **Mike Paragiou** | **86.7%** | **$810,785** | **$434,347** | | **79.8** | **S-S-Parks-Salvaggi** |
| | Gary Slocum | 83.9% | $768,081 | $417,579 | | 76.2 | Desi Dimitrova |
| | Jeffery Thiel | 74.7% | $816,584 | $467,311 | | 81.2 | S-S-Bendure-Hartwig |
| IX | **Daryl Graham** | **162.0%** | **$768,837** | **$293,474** | | **76.7** | **S-S-Parks-Salvaggi** |
| | Clayton Slaughter | 98.9% | $654,757 | $329,263 | | 80.0 | Michael Vasu |
| | Tiffany Babin-Washington | 83.0% | $593,010 | $323,983 | | 76.1 | Jay Washington |
| X | **Randall Cook** | **9140489900.0%** | **$609,366** | **$0** | **89** | | **Jamison Weatherspoon** |
| | Mitchell Messer | 1348688300.0% | $89,913 | $0 | 83 | | Dustin Venekamp |
| | Andrew Bishop | 408731900.0% | $27,249 | $0 | 92 | | Altig-Orlovic |

**ALL TIME RECORD:** $9,042,633 Net ALP — MATTHEW PARKS

# STATE GENERAL AGENTS



I S-S-PARKS-SALVAGGI

II DON FOTI

III SATTI-KANAAN

IV JAMISON WEATHERSPOON

V BETO QUINTERO

VI KYLE JOHNSON SC

VII NICK MOORE

VIII MOSWEN TAYLOR

IX JOHN YOUNG

X HART-LEWICKI

XI HEMERSON GONZALEZ

EC = 2019 Executive Council Member

† Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2

*Spotlight* recognizes State General Agents in Categories I-XI based on Performance Factor. The SGAs who will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition

## TOP PERFORMANCE FACTOR

JOHN YOUNG
Category IX
166.9 PF

HART-LEWICKI
Category X
137.3 PF

HEMERSON GONZALEZ
Category XI
220.1 PF



## AUGUST

| Category | | PF† | Net ALP | Net ALP Obj | % Net Obj | Recruits | Rec Obj | % Rec Obj | NTG | RET | % Growth |
|---|---|---|---|---|---|---|---|---|---|---|---|
| I | **S-S-Parks-Salvaggi** | **132.7** | **$1,745,108** | **$1,112,500** | **156.9** | **51** | **47** | **108.5** | **90** | | **74.7** |
| | S-S-Bendure-Hartwig | 122.3 | $729,833 | $542,200 | 134.6 | 28 | 25 | 110.0 | 90 | | 92.6 |
| | Theodore Pappas | 99.1 | $728,588 | $704,700 | 103.4 | 37 | 39 | 94.9 | | 78.7 | 20.1 |
| | Giglione-Ackerman | 92.7 | $454,344 | $507,100 | 89.6 | 45 | 47 | 95.7 | | 78.4 | -5.9 |
| II | **Don Foti** | **101.5** | **$417,988** | **$433,600** | **96.4** | **16** | **15** | **106.7** | | **77.8** | **-10.4** |
| | Oldham-Gryska | 98.1 | $519,971 | $518,900 | 100.2 | 24 | 25 | 96.0 | | 79.3 | 20.4 |
| III | **Satti-Kanaan** | **100.9** | **$306,937** | **$334,200** | **91.8** | **18** | **12** | **110.0** | | **81.4** | **11.3** |
| | Bob Olson | 97.8 | $248,070 | $289,700 | 85.6 | 43 | 32 | 110.0 | | 73.7 | -14.1 |
| | Michael Vasu | 96.2 | $306,189 | $371,200 | 82.5 | 39 | 25 | 110.0 | | 73.4 | 0.1 |
| | Mathew Hart | 90.7 | $224,735 | $314,500 | 71.5 | 23 | 18 | 110.0 | | 73.9 | 36.5 |
| IV | **Jamison Weatherspoon** | **110.9** | **$252,975** | **$220,500** | **114.7** | **30** | **28** | **107.1** | | **75.2** | **36.8** |
| | Hart-Dushaj | 97.0 | $253,475 | $301,900 | 84.0 | 19 | 13 | 110.0 | | 80.9 | -4.5 |
| | Serur-Yagjian | 90.2 | $307,529 | $284,100 | 108.2 | 13 | 18 | 72.2 | 83 | | 36.4 |
| V | **Beto Quintero** | **132.9** | **$412,432** | **$264,700** | **155.8** | **29** | **23** | **110.0** | | **75.5** | **45.0** |
| | Jose Carvajal | 104.9 | $152,244 | $152,500 | 99.8 | 18 | 16 | 110.0 | | 74.2 | 16.9 |
| VI | **Kyle Johnson SC** | **106.0** | **$115,502** | **$103,100** | **112.0** | **11** | **11** | **100.0** | | **74.6** | **2.4** |
| | Desi Dimitrova | 101.8 | $112,542 | $120,300 | 93.6 | 13 | 9 | 110.0 | | 79.4 | 0.8 |
| VII | **Nick Moore** | **109.2** | **$109,322** | **$92,400** | **118.3** | **8** | **8** | **100.0** | | **74.8** | **21.2** |
| VIII | **Moswen Taylor** | **114.6** | **$79,239** | **$61,300** | **129.3** | **10** | **10** | **100.0** | | **77.2** | **53.6** |
| ▶ IX | **John Young** | **166.9** | **$102,713** | **$45,900** | **223.8** | **10** | **8** | **110.0** | | **74.3** | **83.4** |
| | Kris Thieme | 97.6 | $67,828 | $71,300 | 95.1 | 7 | 7 | 100.0 | | 76.2 | 31.5 |
| ▶ X | **Hart-Lewicki** | **137.3** | **$85,374** | **$48,900** | **174.6** | **6** | **6** | **100.0** | **83** | | **134.8** |
| | Jay Washington | 135.9 | $67,773 | $41,900 | 161.7 | 11 | 9 | 110.0 | | 76.6 | 116.9 |
| | Johnson-Subero | 123.9 | $54,500 | $30,900 | 176.4 | 5 | 7 | 71.4 | 89 | | 79.7 |
| | Antonio Reyes | 105.1 | $30,346 | $30,300 | 100.2 | 9 | 8 | 110.0 | | 77.4 | 38.8 |
| ▶ XI | **Hemerson Gonzalez** | **220.1** | **$100,064** | **$30,300** | **330.2** | **7** | **5** | **110.0** | **94** | | **N/A** |
| | London Nelson | 137.0 | $49,710 | $30,300 | 164.1 | 7 | 3 | 110.0 | 97 | | N/A |
| | Josh West | 129.2 | $97,758 | $52,300 | 186.9 | 5 | 7 | 71.4 | | 79.3 | 102.7 |
| | Andre McCallum | 119.1 | $38,847 | $30,300 | 128.2 | 11 | 7 | 110.0 | 92 | | N/A |
| | Evan Holzhauer | 114.9 | $36,291 | $30,300 | 119.8 | 8 | 7 | 110.0 | | 75.7 | 26.0 |
| | Fisher-Zuzick | 99.9 | $45,411 | $30,300 | 149.9 | 3 | 6 | 50.0 | 87 | | N/A |
| | Albert Serur | 96.8 | $48,586 | $30,300 | 160.4 | 2 | 6 | 33.3 | 81 | | N/A |

## YTD

| Category | | PF† | Net ALP | Net ALP Obj | % Net Obj | Recruits | Rec Obj | % Rec Obj | NTG | RET | % Growth |
|---|---|---|---|---|---|---|---|---|---|---|---|
| I | **S-S-Bendure-Hartwig** | **105.8** | **$5,373,195** | **$4,651,100** | **115.5** | **192** | **200** | **96.0** | **90** | | **37.9** |
| | S-S-Parks-Salvaggi | 101.7 | $11,377,689 | $9,908,700 | 114.8 | 293 | 331 | 88.5 | 90 | | 32.6 |
| | Altig-Orlovic | 99.6 | $30,380,153 | $32,393,400 | 93.8 | 1492 | 1416 | 105.4 | | 76.1 | 3.4 |
| | Simon Arias | 94.8 | $11,234,291 | $12,003,600 | 93.6 | 661 | 688 | 96.1 | | 78.7 | 13.0 |
| | Theodore Pappas | 92.6 | $5,538,068 | $6,290,400 | 88.0 | 303 | 312 | 97.1 | | 78.7 | -0.4 |
| II | **Don Foti** | **98.6** | **$3,265,124** | **$3,331,400** | **98.0** | **119** | **120** | **99.2** | | **77.8** | **13.5** |
| | Tom Williams | 96.0 | $3,580,820 | $3,832,900 | 93.4 | 205 | 208 | 98.6 | | 76.3 | 6.6 |
| III | **Michael Vasu** | **112.0** | **$3,688,810** | **$3,238,100** | **113.9** | **291** | **200** | **110.0** | | **73.4** | **27.8** |
| | Mathew Hart | 104.2 | $2,147,321 | $2,180,300 | 98.5 | 171 | 144 | 110.0 | | 73.9 | 16.8 |
| | Satti-Kanaan | 99.4 | $2,517,036 | $2,629,800 | 95.7 | 99 | 96 | 103.1 | | 81.4 | 9.7 |
| | Steve Friedlander | 91.3 | $2,732,284 | $2,503,900 | 109.1 | 94 | 128 | 73.4 | | 78.6 | 25.5 |
| IV | **Serur-Yagjian** | **102.6** | **$2,018,137** | **$1,862,100** | **108.4** | **120** | **124** | **96.8** | **83** | | **21.5** |
| | Hart-Dushaj | 98.1 | $1,860,246 | $2,113,700 | 88.0 | 106 | 98 | 108.2 | | 80.9 | -1.4 |
| | Jamison Weatherspoon | 94.0 | $2,098,162 | $2,143,200 | 97.9 | 202 | 224 | 90.2 | | 75.2 | 10.3 |
| V | **Beto Quintero** | **118.2** | **$2,395,147** | **$1,709,000** | **140.1** | **177** | **184** | **96.2** | | **75.5** | **57.8** |
| | Cindy Furer | 105.6 | $2,089,881 | $1,832,600 | 114.0 | 140 | 144 | 97.2 | | 73.4 | 34.9 |
| | Jose Carvajal | 99.3 | $1,263,546 | $1,324,100 | 95.4 | 132 | 128 | 103.1 | | 74.2 | 10.0 |
| VI | **Kyle Johnson SC** | **102.8** | **$828,234** | **$857,500** | **96.6** | **84** | **77** | **109.1** | | **74.6** | **2.8** |
| | Desi Dimitrova | 101.1 | $1,011,829 | $1,098,300 | 92.1 | 83 | 72 | 110.0 | | 79.4 | 5.3 |
| | Souley Bah | 91.1 | $1,013,420 | $1,085,500 | 93.4 | 71 | 80 | 88.8 | | 79.7 | 10.5 |
| VII | **Nick Moore** | **117.6** | **$976,286** | **$748,500** | **130.4** | **67** | **64** | **104.7** | | **74.8** | **50.2** |
| VIII | **Moswen Taylor** | **99.8** | **$634,669** | **$621,200** | **102.2** | **78** | **80** | **97.5** | | **77.2** | **16.3** |
| | Brandon MacDonald | 94.6 | $670,249 | $785,300 | 85.3 | 108 | 104 | 103.8 | | 75.2 | -1.8 |
| IX | **Kris Thieme** | **96.5** | **$574,038** | **$553,300** | **103.7** | **50** | **56** | **89.3** | | **76.2** | **18.6** |
| | Jeremy Welch | 93.2 | $411,113 | $431,700 | 95.2 | 51 | 56 | 91.1 | | 76.3 | 9.4 |
| X | **Jay Washington** | **130.7** | **$610,689** | **$388,300** | **157.3** | **75** | **72** | **104.2** | | **76.6** | **78.4** |
| | Hart-Lewicki | 119.3 | $589,937 | $458,700 | 128.6 | 45 | 32 | 110.0 | 83 | | 48.3 |
| | Johnson-Subero | 109.5 | $409,238 | $367,200 | 111.4 | 57 | 53 | 107.5 | 89 | | 24.7 |
| XI | **Hemerson Gonzalez** | **143.5** | **$429,269** | **$242,400** | **177.1** | **43** | **29** | **110.0** | **94** | | **N/A** |
| | Albert Serur | 136.2 | $393,526 | $242,400 | 162.3 | 52 | 36 | 110.0 | 81 | | N/A |
| | Fisher-Zuzick | 129.1 | $269,603 | $181,800 | 148.3 | 32 | 21 | 110.0 | 87 | | N/A |
| | Josh West | 128.1 | $650,011 | $443,000 | 146.7 | 58 | 53 | 109.4 | | 79.3 | 440.9 |
| | Evan Holzhauer | 127.4 | $446,008 | $288,000 | 154.9 | 56 | 56 | 100.0 | | 75.7 | 862.4 |
| | Andre McCallum | 106.2 | $155,260 | $151,500 | 102.5 | 31 | 22 | 110.0 | 92 | | N/A |
| | London Nelson | 103.9 | $88,964 | $90,900 | 97.9 | 18 | 5 | 110.0 | 97 | | N/A |

# PUBLICRELATIONS

## CATEGORY I

SUSAN GILBERT
LINCOLNWOOD, IL

BRENDA DI SOMMA
SOMERSET, NJ

## CATEGORY II

LISA JOHNSON
SUMMERSVILLE, WV

TRAVIS DANIELS
TIONESTA, PA

## CATEGORY III

CARL ZABLOTNY
LAS VEGAS, NV

SUE AKERS
COUNCIL BLUFFS, IA

## CATEGORY IV

JANIS PITTS
MOORINGSPORT, LA

VIVIAN DWYER
HARTFIELD, VA

## CATEGORY V

KEVIN MCKEEN
LATHAM, NY

LISA WEST
JACKSONVILLE, FL

## CATEGORY VI

CINDY KUNCE
CANFIELD, OH

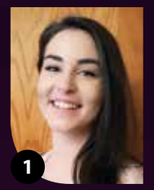
JEANETTE DODD
HOPATCONG, NJ

## CATEGORY VII

JEFFREY HAPKE
MARTINSBURG, PA

BRYAN UHL
CHIPPEWA LAKE, OH

## CATEGORY VIII



RACHEL SHELTON
DENVER, CO

MORGAN DENNIS
SWARTZ CREEK, MI

## TOPMANAGERS

### CATEGORY I

JT TASKER
NORTH CHILI, NY

### CATEGORY II

DAWN TRUDDEN
DUNLAP, IL

### CATEGORY III

CHUCK HILL
LODI, CA

**PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS**

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.



## INDIVIDUAL REPS: AUGUST

| Category | Rank | | Cards | Obj | % Obj |
|---|---|---|---|---|---|
| I | 1 | Susan Gilbert | 2,251 | 1,492 | 150.9% |
| | 2 | Brenda Di Somma | 3,377 | 2,288 | 147.6% |
| | 3 | Rona Pileggi Spano | 1,928 | 1,673 | 115.2% |
| II | 1 | Lisa Johnson | 2,024 | 1,223 | 165.5% |
| | 2 | Travis Daniels | 1,874 | 1,439 | 130.2% |
| | 3 | Anna Guido Rohrer | 1,610 | 1,364 | 118.0% |
| III | 1 | Carl Zablotny | 1,821 | 1,152 | 158.1% |
| | 2 | Sue Akers | 1,499 | 1,121 | 133.7% |
| | 3 | Timothy Leary | 1,374 | 1,155 | 119.0% |
| IV | 1 | Janis Pitts | 1,509 | 983 | 153.5% |
| | 2 | Vivian Dwyer | 1,422 | 1,022 | 139.1% |
| | 3 | Laurie Gruber | 991 | 942 | 105.2% |
| V | 1 | Kevin McKeen | 3,033 | 795 | 381.6% |
| | 2 | Lisa West | 1,493 | 856 | 174.4% |
| | 3 | Ralph Beard | 859 | 774 | 111.0% |
| VI | 1 | Cindy Kunce | 1,292 | 751 | 172.0% |
| | 2 | Jeanette Dodd | 1,016 | 733 | 138.6% |
| | 3 | John Wagner | 1,011 | 755 | 133.9% |
| VII | 1 | Jeffrey Hapke | 1,250 | 646 | 193.5% |
| | 2 | Bryan Uhl | 838 | 592 | 141.6% |
| | 3 | Donna Altshue | 914 | 649 | 140.8% |
| VIII | 1 | Rachel Shelton | 1,120 | 425 | 263.5% |
| | 2 | Morgan Dennis | 866 | 425 | 203.8% |
| | 3 | Jessica Christersson | 795 | 425 | 186.9% |
| Rookie | 1 | Barbara Rabelo | 711 | 590 | 120.5% |
| IceBreaker | 1 | Rachel Shelton | 1,120 | 425 | 263.5% |

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

| Category | Rank | | Cards | Obj | % Obj |
|---|---|---|---|---|---|
| I | *1 | Brenda Di Somma | 24,307 | 18,304 | 132.8% |
| | 2 | David Scalisi | 16,615 | 13,992 | 118.7% |
| | 3 | Rona Pileggi Spano | 12,733 | 13,384 | 95.1% |
| II | *1 | Anna Guido Rohrer | 12,291 | 10,912 | 112.6% |
| | 2 | Lisa Johnson | 8,387 | 9,784 | 85.7% |
| | 3 | Travis Daniels | 9,561 | 11,512 | 83.1% |
| III | *1 | Carl Zablotny | 9,796 | 9,216 | 106.3% |
| | 2 | Michael Cooper | 8,897 | 9,040 | 98.4% |
| | 3 | Krissa Hensley | 8,679 | 8,840 | 98.2% |
| IV | *1 | Vivian Dwyer | 8,941 | 8,176 | 109.4% |
| | 2 | Tommy Flynn | 6,944 | 7,616 | 91.2% |
| | 3 | Amanda Cross | 6,652 | 7,744 | 85.9% |
| V | *1 | Kevin McKeen | 9,910 | 6,360 | 155.8% |
| | 2 | Ralph Beard | 7,973 | 6,192 | 128.8% |
| | 3 | Lou Nell Busby | 7,257 | 7,152 | 101.5% |
| VI | *1 | Sarah Thomson-Dufrechou | 11,088 | 5,840 | 189.9% |
| | 2 | Cindy Kunce | 8,892 | 6,008 | 148.0% |
| | 3 | George Murry | 5,573 | 5,640 | 98.8% |
| VII | *1 | Melissa Lively | 7,326 | 4,666 | 157.0% |
| | 2 | Dianna Lueke | 6,173 | 5,064 | 121.9% |
| | 3 | Barbara Rabelo | 4,678 | 4,720 | 99.1% |
| VIII | *1 | Rachel Shelton | 5,675 | 3,400 | 166.9% |
| | 2 | Jessica Christersson | 3,401 | 3,400 | 100.0% |
| | 3 | Criseida Hernandez | 2,963 | 3,400 | 87.1% |

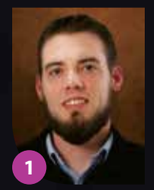
ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

## MANAGERS: AUGUST

| Category | Rank | | Cards | Obj | % Obj |
|---|---|---|---|---|---|
| I | 1 | JT Tasker | 8,712 | 6,817 | 127.8% |
| | 2 | Cindy Cleary | 6,669 | 7,086 | 94.1% |
| II | 1 | Dawn Trudden | 6,558 | 6,602 | 99.3% |
| | 2 | Judy Spade | 5,252 | 5,959 | 88.1% |
| III | 1 | Chuck Hill | 4,294 | 4,473 | 96.0% |
| | 2 | Katherine Pratt | 4,004 | 4,223 | 94.8% |

## MANAGERS: YTD

| Category | Rank | | Cards | Obj | % Obj |
|---|---|---|---|---|---|
| I | *1 | JT Tasker | 48,170 | 54,538 | 88.3% |
| | 2 | Brian Ryan | 56,750 | 64,655 | 87.8% |
| II | *1 | Judy Spade | 42,887 | 47,668 | 90.0% |
| | 2 | Dawn Trudden | 45,636 | 52,816 | 86.4% |
| III | *1 | Katherine Pratt | 27,729 | 33,786 | 82.1% |
| | 2 | Chuck Hill | 29,101 | 35,787 | 81.3% |



TRAVIS DANIELS
TIONESTA, PA

## MOST ORIGINAL CARDS GENERATED: YTD

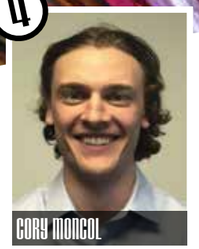
1. TRAVIS DANIELS — 5,846
2. ROBIN ANDRADE — 5,182
3. MALKA ARONY — 4,480

# WORLD'S GREATEST BONUS

1 ROBERT ENSIGN
$10,720
S-S-Parks-Salvaggi

2 ASHLEY RUST
$9,957
James Cunningham

3 JOSHUA DISHONG
$9,914
S-S-Bendure-Hartwig



4 CORY MONCOL
$9,400
S-S-Parks-Salvaggi

5 TRENTON MILLER
$9,310
Altig-Orlovic

## AUGUST BONUS LEADERS | PAYOUT: $1,872,891 | QUALIFIERS: 3,792

| $ | | | $ | | | $ | | | $ | | | $ | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 10,720 | Robert Ensign | | 3,459 | Nidajaved Cheema | | 2,428 | Devin Taylor | | 2,003 | Jonathan Giaco | | 1,711 | Shannon Stroud | | 1,539 | July Reyes Olivo |
| | 9,957 | Ashley Rust | | 3,434 | Cody Garza | | 2,341 | Iffrah Tahir | | 1,995 | Phillip Kogel | | 1,699 | Raven Fugate | | 1,539 | Caleb Amoros |
| | 9,914 | Joshua Dishong | | 3,406 | Jamy Delgado | | 2,334 | Serge Brouillette | | 1,990 | Shelby Elder | | 1,696 | Raymond Angeles | | 1,536 | Kurt Overy |
| | 9,400 | Cory Moncol | | 3,397 | Alipate Makaui | | 2,334 | Douglas Clarke | | 1,988 | Leonardo Perez | | 1,680 | Ashley Hunter | | 1,535 | Ryan Praedel |
| | 9,310 | Trenton Miller | | 3,391 | Joseph Corwin | | 2,329 | Nelson Radnoty | | 1,988 | Mario Andres Chavez | | 1,677 | Ryan Hritz | | 1,533 | Casey Stathopoulos |
| | 7,547 | Nicholas Chuma | | 3,387 | Fabian Aniekwensi | | 2,327 | Ruben Soberanes | | 1,984 | Shelby Poston | | 1,675 | Jessica Guerrero | | 1,533 | Patrick Donovan |
| | 6,845 | Matthew Lehman | | 3,378 | Karina Escobar | | 2,310 | Irma Gallardo | | 1,983 | Joseph Sarasin | | 1,672 | Damaris Trejo | | 1,528 | David Winker |
| | 6,672 | Joe Lewo | | 3,245 | Irene Simisim | | 2,306 | Austin Hess | | 1,974 | Zakary Labieniec | | 1,670 | Daniel Pues | | 1,526 | Mikeala Parr |
| | 6,494 | Tony Georges | | 3,237 | Muhammed Ashraf | | 2,294 | Michael Ezeafulukwe | | 1,971 | Diana Al Ali | | 1,668 | Judith Saltiel | | 1,523 | Brian Cabral |
| | 6,313 | Meenakshi Chavis | | 3,200 | Hunter Welty | | 2,293 | Cherrish Taylor | | 1,971 | Tyrese Holland | | 1,664 | Rovena Lulgjuraj | | 1,517 | Massoud Vaziri |
| | 6,197 | Daniel Prinzo | | 3,179 | Steve Hartman | | 2,278 | Johnny Santiago | | 1,967 | Dustin Caso | | 1,664 | Andrew Haskins | | 1,509 | Elifranc Deus |
| | 6,079 | Kevin Ishikane | | 3,162 | Triston Miller | | 2,273 | Tanya Black | | 1,960 | Rahmatullah Romal Omid | | 1,664 | Greta Wilson | | 1,508 | Hamza Ally |
| | 6,048 | Christopher Bennett | | 3,162 | Luis Miranda | | 2,228 | Ashley O'Donal | | 1,957 | Daniel Bean | | 1,662 | Mele Hea | | 1,508 | Sayed Hashimi |
| | 5,907 | Hany Mikhail | | 3,116 | Ikram Al-Shobaki | | 2,216 | Ellen Tuttle | | 1,953 | Brad Toyama | | 1,657 | Matthew Kahwaji | | 1,507 | Julene Holt |
| | 5,748 | Omar Hashimi | | 3,109 | Jason Khodadadian | | 2,207 | Martin Guerrero | | 1,931 | Steven Counts | | 1,651 | Andrew Leah | | 1,502 | Yolette Mompoint |
| | 5,525 | Allison Kusgen | | 3,105 | Thomas King | | 2,206 | Jordan Mabin | | 1,919 | Darez Meriwether | | 1,642 | Chastity Swanson | | 1,494 | Kelly McDonald |
| | 5,216 | Magaly Una | | 3,101 | Eric Peyton | | 2,190 | Dustin Dunbar | | 1,896 | Carrisa Korres | | 1,641 | Johnathon Bogoslowski | | 1,487 | Juvernia Smith |
| | 4,862 | Anthony Rivellino | | 3,099 | Tiffiney Harmouche | | 2,189 | Dylan White | | 1,886 | Damaris Henderson | | 1,638 | Shanita Ellmers | | 1,482 | Duni Olusegun |
| | 4,708 | Carmen Arroyo | | 3,028 | Cameron Ontko | | 2,180 | Sky Plunkett | | 1,881 | William Orcutt | | 1,636 | Eyad Awdi | | 1,473 | Rosa Teixeira |
| | 4,703 | Jennifer Ragan | | 3,024 | Trevor Bailey | | 2,178 | Sean Fobbs | | 1,876 | Debbie-Ann Whitehorne | | 1,632 | Scott Florin | | 1,468 | Andres Liranzo |
| | 4,654 | Aaron Ebel | | 3,022 | Nicole Barabas | | 2,176 | Bobby Park | | 1,845 | Kashala Guiden | | 1,631 | Yuhung Yeh | | 1,461 | Ryan Torres-Torioka |
| | 4,512 | Bruce Tan | | 3,017 | Nicklaus Boker | | 2,167 | Tyler Downs | | 1,842 | Anane Badom | | 1,631 | David Birchenough | | 1,452 | Joseph Massucci |
| | 4,491 | Aref Sayegh | | 2,987 | Joey Kennedy | | 2,166 | Benjamin O'Lena | | 1,836 | Constance Tuiteleleapaga | | 1,629 | Jordan Little | | 1,451 | Stanis Moanda |
| | 4,454 | Max Quasem | | 2,950 | Andrew Bishop | | 2,147 | Ryan Coates | | 1,828 | Christabel Ornelas | | 1,626 | Ieshia Turner | | 1,450 | David Stuart |
| | 4,338 | Austin Rockall | | 2,847 | Sonia Silva | | 2,134 | Christopher Nijmeh | | 1,821 | Jordon Graham | | 1,614 | Jonni Ng | | 1,449 | Chris Lewis |
| | 4,309 | Lily Sakai | | 2,808 | Scott Remmey | | 2,116 | Armando Rivera | | 1,821 | Lyndon Prosser | | 1,610 | Justin Thompson | | 1,448 | Bryan Czajkowski |
| | 4,299 | Lincoln Dziekonski | | 2,807 | Joaquin Santos | | 2,112 | Sina Heak | | 1,812 | Jasmine L Walker | | 1,604 | Carlos Nunez Sanchez | | 1,447 | Matthew Castelli |
| | 4,295 | Ryan Vance | | 2,806 | Kelly Ekker | | 2,093 | Michael McKiernan | | 1,811 | Vance Rountree | | 1,600 | Henry Jacobs | | 1,444 | Collins Appiah |
| | 4,184 | Christopher McGlynn | | 2,754 | Lishbeht Ramos | | 2,081 | Ebony Romain | | 1,789 | Jonathon Massingill | | 1,599 | Lee Jeffers | | 1,436 | Tony Perrine |
| | 4,125 | Vincent Radisek | | 2,752 | Richard Carter | | 2,080 | Cody Fink | | 1,784 | Trace Cary | | 1,599 | Chiara DAlessandro | | 1,432 | Jason Johnston |
| | 4,115 | Kati LeWay | | 2,721 | Kathryn McDermott | | 2,074 | Ecaterina Chiose | | 1,783 | Holly Simpson | | 1,592 | David Taylor | | 1,431 | Adrain Alfred |
| | 4,054 | Joachim Jean | | 2,720 | Kaitlyn Everts | | 2,067 | Richard Sidoti | | 1,749 | Sam Chan | | 1,583 | Lleison Martinez | | 1,430 | Vera Leus |
| | 3,982 | Julie Aprahamian | | 2,677 | Orett Nelson | | 2,064 | Jenny Alvarez | | 1,748 | Michael Burningham | | 1,581 | Andrea Owens | | 1,428 | Dean Gushi |
| | 3,931 | Mohamad Raychouni | | 2,641 | Ian Pickett | | 2,062 | Tasha Marker | | 1,740 | Brian Dwyer | | 1,580 | Kyle Jones | | 1,419 | Jaydeen Sewell |
| | 3,874 | Roger Fredericks | | 2,627 | Daniel Arzate Roa | | 2,062 | Jose Cuellar | | 1,740 | Carlos Iraheta Barrientos | | 1,579 | Shyla Bateast | | 1,402 | Ramon Serrano Sanchez |
| | 3,858 | Al-Karim Walji | | 2,618 | Jonathan Da-al | | 2,055 | Kenneth Chen | | 1,733 | Babajide Obashoto | | 1,578 | Breana Noggles | | 1,396 | Ryan Suhr |
| | 3,828 | Weslee Cajeras | | 2,584 | Reynaldo Nunez | | 2,053 | Bryan Juskiw | | 1,732 | Ricardo Gonzalez | | 1,574 | Avion Johnson | | 1,394 | Daniel Perkins |
| | 3,746 | Michael J Romero | | 2,568 | Ngan Pham | | 2,038 | Dawid Liniewski | | 1,731 | Daniel Armenta Rodriguez | | 1,574 | Jesse Benwell | | 1,394 | Lisa Everett |
| | 3,690 | Nicholas Llewellyn | | 2,533 | Renee Zinsky | | 2,037 | Jeffrey Atkinson | | 1,728 | Deion Alocozy | | 1,570 | Jorge Alvarez | | 1,394 | Joel Acosta |
| | 3,644 | George Kamel | | 2,500 | Sandra Dumas | | 2,028 | Roxie Soto | | 1,727 | Alberto Alcala | | 1,568 | Nicholas Daltro Santos | | 1,393 | Ica Gordon-White |
| | 3,627 | Justin Diaz | | 2,487 | Matthew Ficarra | | 2,028 | Stephanie Novel | | 1,717 | Samuel Barriere | | 1,566 | Eddie Pourjalali | | 1,392 | Kingsley Ibeh |
| | 3,540 | Michael van Delft | | 2,462 | Sean Walsh | | 2,027 | Carl Schlacht | | | | | 1,566 | Adriana Marte | | 1,390 | Melinda Skinner |
| | 3,533 | Corey Lumley | | 2,457 | Michael Hepner | | 2,026 | Ricky Hayward | | | | | 1,562 | Brittany Douglas | | 1,388 | Danielle Savarese |
| | 3,501 | Maria M Ramirez | | 2,451 | Jesse Fullmer | | 2,025 | Oscar Garcia-Gamez | | | | | 1,555 | Jose Anderson | | 1,388 | John Witteman |
| | 3,492 | Marc Futterweit | | 2,441 | Casey Jarratt | | 2,011 | Lindsay Staffiery | | | | | 1,555 | Kristi Vang | | 1,382 | Stephen Fougere |
| | 3,484 | Harvey Quinn | | 2,439 | Benjamin Ainscough | | 2,003 | Christopher Nwosisi | | | | | 1,541 | Zachary Taylor | | | |

| $ | | | $ | | | $ | | | $ | | | $ | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1,378 | Sierra Smith | | 1,290 | Matthew Berini | | 1,223 | Peer Shmelzer | | 1,164 | Shanique Beckford | | 1,090 | Sandy Metellus |
| | 1,373 | Richard Jefairjian | | 1,290 | Young Lee | | 1,223 | Alexandra Berberich | | 1,160 | James C Carter | | 1,087 | Cara Donaldson |
| | 1,373 | Matthew Zang | | 1,289 | Helen Yesilevskiy | | 1,221 | Dana Velez | | 1,153 | Kelli Higgins-Jones | | 1,087 | Herivelto Pereira |
| | 1,364 | Ed-Maggie Myrthil | | 1,288 | Matthew Longo | | 1,219 | Tyler Boulden | | 1,153 | Cameron Lilly | | 1,085 | Angel Lopez-Ochoa |
| | 1,363 | Wilder Angarita | | 1,286 | Corey Helwig | | 1,215 | Joseph Grider | | 1,151 | Christopher Rolph | | 1,085 | Amy Spiegel |
| | 1,360 | Eric LaBossiere | | 1,282 | Carlos Arballo | | 1,213 | William McEachern | | 1,150 | Angelique Piquion | | 1,084 | Igor Melcharek |
| | 1,358 | Mahdi Dergham | | 1,281 | Erick Torres | | 1,213 | Peter Kaplanis | | 1,149 | Ernest Benjamin | | 1,084 | Ariel McAlister |
| | 1,353 | Adriana Alvarez Sorto | | 1,281 | Nathan Brace | | 1,212 | Desmond Martin | | 1,146 | Ashley Hutson | | 1,082 | Marcia McDuffie |
| | 1,353 | Nathan Sloane | | 1,280 | Steven Sparkes | | 1,210 | Debra Small | | 1,145 | Jody-Ann Peters | | 1,081 | Laurekins Pardovani |
| | 1,353 | Jesusdieu Portilus | | 1,279 | Francisco Soto | | 1,208 | Genna Kelleher | | 1,142 | Jeffery Smith II | | 1,081 | Jacquetta Clayton |
| | 1,352 | Maria Diringer | | 1,276 | David Rockway | | 1,207 | Chris La Fond | | 1,137 | Francis Ingulli | | 1,080 | Nathaniel Henderson |
| | 1,351 | John Hemdal | | 1,276 | Felicia Steele | | 1,206 | Shubham Setia | | 1,135 | Cody Vass | | 1,078 | Phi Phan |
| | 1,347 | Mark Lomonaco | | 1,270 | Daniel Nwaelele | | 1,205 | Nathaniel Magda | | 1,130 | Fabiola Del Palacio | | 1,073 | Oscar Gastelum |
| | 1,346 | Cathy Dishong | | 1,269 | Benjamin Ortlip | | 1,202 | Douglas Montgomery | | 1,129 | Christine Ann Gonzaga | | 1,073 | Edwin Delgado |
| | 1,345 | Jeremy Doucet | | 1,267 | Yvette Nelson | | 1,201 | Christie Jauch | | 1,128 | Katie Stahulak | | 1,071 | Cody Langston |
| | 1,345 | Souher Shadid | | 1,266 | Kalen Dugan | | 1,200 | Kareem Mutia | | 1,126 | Hannah Bailey | | 1,070 | Mollie Uphoff |
| | 1,338 | Meagan Payne | | 1,265 | Dylan Mittleberg | | 1,197 | Kasali Kotun | | 1,123 | John Vacca | | 1,069 | Robert Hepler |
| | 1,336 | Kingsley Hansen | | 1,261 | Jamie Tan | | 1,196 | Eleza Faison | | 1,121 | Tammy Gawron | | 1,068 | Kayla Sykes |
| | 1,334 | James Sherwood | | 1,259 | Mitch Duplantis | | 1,196 | David Melendrez | | 1,119 | Richard Tabanji | | 1,068 | Tyler Huntsman |
| | 1,333 | Cedric Jones | | 1,257 | Brian Adkins | | 1,193 | Luc Do | | 1,118 | Nikolai Zollinger | | 1,066 | Chris Gonzales |
| | 1,328 | Anna Alcaraz | | 1,253 | Anthony Polanco | | 1,189 | Devin Torriente | | 1,118 | Taylorr Nathaniel | | 1,065 | Kevin Amador |
| | 1,325 | Samuel Marzula | | 1,252 | Donald Gregoire | | 1,187 | David Ramirez | | 1,117 | Marion Polk | | 1,063 | Samuel Holden |
| | 1,324 | Shannon Vidal | | 1,251 | Bryan Hohenthaner | | 1,187 | John Schaeffer | | 1,116 | Ryan Taylor | | 1,062 | Jacob Stephens |
| | 1,324 | Adaiza Rijo | | 1,247 | Conlan Noonan | | 1,187 | Randa Mustafa | | 1,114 | Stefane Felix | | 1,061 | Cristina Marson |
| | 1,322 | Tyler Hunt | | 1,245 | Davina Vo | | 1,185 | Iv Menache | | 1,109 | Stephanie Lopez Zuniga | | 1,058 | Geoffery Osili |
| | 1,321 | Colten Salsburg | | 1,244 | Minh Phung | | 1,185 | Garkeiva Council | | 1,109 | Brandon Viaje-Roque | | 1,058 | Stephen Coons |
| | 1,318 | Trace Johnson | | 1,242 | Michael Battaglio | | 1,181 | Feagai Singh | | 1,109 | Jozef Tinaj | | 1,058 | Jacelyn Bussell |
| | 1,315 | Sabre Ciarametaro | | 1,242 | Shanella Davis | | 1,181 | Helen Taylor | | 1,107 | Keelan Roush | | 1,056 | Claudia Chiarelli |
| | 1,314 | Jerry Sharp | | 1,241 | Nella Lejeune | | 1,180 | Marina Oehler | | 1,100 | Francisco Vasquez | | 1,053 | Jonathan Barrett |
| | 1,311 | Amy Montelius | | 1,237 | Blake Tomblin | | 1,178 | Briette Updike | | 1,100 | Mark Harhager | | 1,050 | Zarouhi Asdouazadourian |
| | 1,310 | Conor McGowan | | 1,233 | Alon Barnur | | 1,178 | Zore Londono Farley | | 1,097 | Stacey Sinischo | | 1,049 | Brandon Hughes |
| | 1,310 | Fangapulotu Kolositi | | 1,233 | Elba Diaz | | 1,175 | Jean Joseph | | 1,094 | Olivia Fields | | 1,048 | Jose Romero |
| | 1,307 | Nicholas Triantafyllidis | | 1,232 | Sarah Ornelas | | 1,175 | Olga Tsymbal | | 1,094 | James Keefer | | 1,047 | Victoria Varney |
| | 1,305 | Hans Klink | | 1,230 | Rebecca O'Neal | | 1,174 | Altina Arakelian | | 1,094 | Colton Capps | | 1,045 | Christopher Short |
| | 1,303 | Camilo Rodriguez Barreto | | 1,230 | Kelvin Ellmers | | 1,168 | Roger Fung | | 1,092 | Dejan Kukolj | | 1,045 | Julia Gogol |
| | 1,295 | Klaudio Martinaj | | 1,224 | Jonathan Growe | | 1,165 | Robert Drake | | 1,092 | Marc Parrone | | 1,045 | Carmela Pellen |
| | | | | | | | 1,164 | Deante Odom | | | | | | |

| | | |
|---|---|---|
| 1,043 | Iris Saavedra | |
| 1,041 | Stephen Hale | |
| 1,041 | Abagail Baughman | |
| 1,040 | Sunshine Overturf | |
| 1,039 | Manuel Diaz | |
| 1,038 | Lindsey Dettwiller | |
| 1,038 | Nic Iagulli | |
| 1,037 | Karlie Howard | |
| 1,036 | Nathan Winn | |
| 1,035 | Corey Wilson | |
| 1,035 | Mark Hart | |
| 1,034 | Kwabena Antwi | |
| 1,030 | Robert Borger | |
| 1,027 | Asiguy Haugabook | |
| 1,027 | Danielle Morales | |
| 1,025 | Anastasiia Balytska | |
| 1,024 | Juliya Ostapyuk | |
| 1,022 | Alexander Marzilli | |
| 1,021 | Charleston Lewis | |
| 1,020 | Julius Rivera | |
| 1,018 | Andreina Arroyave Del Pino | |
| 1,017 | Janel Wilder | |
| 1,016 | Brooklyn Mims | |
| 1,014 | Vivienne Matalon | |
| 1,011 | Terrell Davenport | |
| 1,010 | Darrell Asbell | |
| 1,008 | Isabel Oconitrillo | |
| 1,008 | Giovanni Williams | |
| 1,008 | Troy Williams | |
| 1,007 | Christopher Edinger | |
| 1,007 | Katrina Merritt | |
| 1,004 | Martha Linhares | |
| 1,004 | Elaine O'Neill | |
| 1,003 | Stefan Johannsson | |
| 1,001 | Teresa Losurdo | |

# SA/GA/MGA EXTRA MONTHLY BONUS

1

NICHOLAS CHUMA

**$1,887**
S-S-Bendure-Hartwig

2

MATTHEW LEHMAN

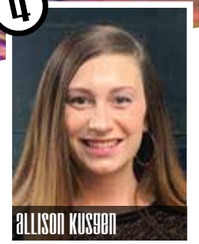
**$1,711**
S-S-Bendure-Hartwig

3

DANIEL PRINZO

**$1,549**
S-S-Parks-Salvaggi

4



ALLISON KUSSEN

**$1,381**
S-S-Parks-Salvaggi

5

AREF SAYEGH

**$1,123**
Satti-Kanaan

6

RYAN VANCE

**$1,074**
S-S-Parks-Salvaggi

7

ROBERT ENSIGN

**$1,072**
S-S-Parks-Salvaggi

8

CHRISTOPHER MCGLYNN

**$1,046**
S-S-Parks-Salvaggi

9

MOHAMAD RAYCHOUNI

**$983**
Zach Hart

10

MICHAEL J ROMERO

**$937**
Mathew Hart

## AUGUST BONUS LEADERS | PAYOUT: $109,494 | QUALIFIERS: 905



# LEADERSHIP BONUS

1

BRENT BOWLING

**$34,507**
S-S-Parks-Salvaggi

2

MARK NEILSON

**$30,569**
Altig-Orlovic

3

MATTHEW CONRAD

**$25,745**
S-S-Parks-Salvaggi

4

MARIO HAJRO

**$16,580**
S-S-Parks-Salvaggi

5

DEREK FOORE

**$16,162**
S-S-Parks-Salvaggi

## AUGUST BONUS LEADERS | PAYOUT: $1,305,825 | QUALIFIERS: 677

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| $ | 34,507 | Brent Bowling | $ | 6,218 | Bobby Hamilton | $ | 4,080 | Zoltan Krecsko | $ | 3,073 | Andrew Bishop | $ | 2,292 | Dustin Dunbar | $ | 1,606 | Jose Viramontes |
| | 30,569 | Mark Neilson | | 6,106 | Slavita Hut | | 4,049 | Corey Helly | | 3,001 | Atta Saleh | | 2,289 | Darrin Roberts | | 1,601 | Bilal Farsakh |
| | 25,745 | Matthew Conrad | | 6,064 | Jesus Romero | | 4,027 | Gregory Rudolph | | 2,992 | Ikeria Walker | | 2,286 | Marcus Moody | | 1,595 | Alma Lozano |
| | 16,580 | Mario Hajro | | 5,993 | Rahmatullah Romal Omid | | 3,974 | Tiffiney Harmouche | | 2,964 | David Hausman | | 2,283 | Christopher Bungay | | 1,587 | Doris Martinez Garcia |
| | 16,162 | Derek Foore | | 5,972 | Ryan Vance | | 3,969 | Nathan Doyle | | 2,962 | Kyle Wrobel | | 2,255 | Claude Hamilton | | 1,571 | Sean Brannan |
| | 15,919 | Eric Thompson | | 5,960 | Juan Olvera | | 3,954 | London Burnett | | 2,959 | Steve Hartman | | 2,205 | Dina Boghdady | | 1,564 | Daniel Charron |
| | 15,135 | Kimberly Hamilton | | 5,938 | Bruce Viaje | | 3,936 | Ronald Rivera | | 2,939 | Jonathan Giaco | | 2,181 | Trevor Smith | | 1,562 | Muhammed Ashraf |
| | 15,056 | Travis Kovach | | 5,936 | Peter Kwiatkowski | | 3,914 | Daniel J Johnson | | 2,917 | Kamal Tayyib | | 2,170 | Sean Shephard | | 1,558 | Kenan Hyseni |
| | 14,938 | Shahab Mahdavinejad | | 5,894 | David Wang | | 3,907 | Travis Vaughn | | 2,876 | Edward Leon | | 2,145 | Candace Minor | | 1,556 | Joshua Goodman |
| | 14,081 | Jeffrey Espinal | | 5,834 | Mark Lahijani | | 3,891 | Michael Giachetti | | 2,840 | Steven Barton | | 2,144 | Jessica St Pierre | | 1,549 | Steven Dell |
| | 12,145 | Blake Higuchi | | 5,757 | Britton Costa | | 3,883 | Randall Cook | | 2,822 | Craig Strompf | | 2,123 | Steven Sparkes | | 1,542 | Matthew Halbmaier |
| | 11,572 | Bryan Juskiw | | 5,696 | Elyse Bryan | | 3,872 | Clint Perry | | 2,817 | Michael Raven | | 2,106 | Jessica Santamarina | | 1,528 | Doron Freud |
| | 11,564 | Joseph Gojcaj | | 5,696 | Ashley Clarke | | 3,799 | Michael Stuver | | 2,797 | John Santosuosso | | 2,087 | Daniel Walton | | 1,494 | Eric Snyder |
| | 10,673 | Ryan Hall | | 5,575 | Michael Russin | | 3,786 | Mark Beckford | | 2,793 | Ransey Vazquez | | 2,015 | Omar Billy | | 1,491 | Steven Phillips |
| | 10,474 | Doreen Ryan-Foti | | 5,549 | Sabrina Kryshundayal | | 3,773 | Brandon Neal | | 2,774 | Donald DeVoise | | 2,007 | Walter Henderson | | 1,487 | Lindsey Dettwiller |
| | 9,894 | Beau Locker | | 5,479 | Dario Messina | | 3,750 | Mohamad Raychouni | | 2,756 | Ryan Wilson | | 2,002 | Francesca Veltri | | 1,472 | Evan Donoghue |
| | 9,404 | Joshua Olin | | 5,412 | Darcy Schrieber | | 3,749 | Luay Ghawi | | 2,717 | Aaron Parks | | 2,002 | Massoud Vaziri | | 1,469 | Laura Dennee |
| | 9,098 | Walter Icaza | | 5,327 | Danny Juskiw | | 3,713 | Tony Geer | | 2,698 | Andrew Hynan | | 1,955 | Justin Hermann | | 1,452 | David Staffiery |
| | 9,030 | Chase Miller | | 5,302 | Matthew Cartwright | | 3,691 | Carlos Iraheta Barrientos | | 2,676 | Mavrick Fredericks | | 1,934 | Matthew Dawson | | 1,425 | Marquel Burns |
| | 8,791 | Bobby Gujral | | 5,205 | Alan Sedaghat | | 3,685 | Patrick Guthrie | | 2,640 | Ariana Jones | | 1,912 | Bobby Park | | 1,411 | Thomas Longino |
| | 8,733 | Phillip Waisman | | 5,123 | Alipate Makaui | | 3,639 | Patrycja Grudzinska | | 2,608 | Kevin Davis | | 1,905 | Andrew Chambers | | 1,407 | LaDelus Brown |
| | 8,474 | Aaron Friedlander | | 5,064 | Alex Kae | | 3,620 | Johnny Ly | | 2,588 | Jennylyn Militante-Radnoty | | 1,891 | Julian Dickinson | | 1,404 | Avery Hearn |
| | 8,405 | Elias Boles | | 5,045 | Brandon Summerton | | 3,581 | Sokol Fazliu | | 2,585 | Jesse Rennich | | 1,876 | Ryan Ohm | | 1,403 | IP Harris |
| | 8,060 | Sergio Carta | | 4,981 | Daniel Prinzo | | 3,541 | Eno Iftiu | | 2,580 | David Ramirez | | 1,874 | Daniel Foore | | 1,399 | Dominick Williams |
| | 7,492 | Anita Ferris | | 4,948 | Joseph Tomanovich | | 3,529 | Magda Figueiredo | | 2,536 | Dylan Johnson | | 1,857 | Justin Adams | | 1,394 | Tyler Boulden |
| | 7,471 | Mike Paragiou | | 4,913 | Hunter Houvener | | 3,488 | Ed-Maggie Myrthil | | 2,507 | Matthew Bogle | | 1,853 | Joseph McCallister | | 1,389 | Begona Patino-Lopez |
| | 7,448 | Christopher Buttacavoli | | 4,841 | Rachel Brown | | 3,440 | Evan VanErp | | 2,485 | Daniel Perkins | | 1,837 | Mari Andrade | | 1,357 | Jeffrey A Smith |
| | 7,321 | Scott Wheeler | | 4,839 | Andrew T Wagner | | 3,437 | Carlo Buhay | | 2,467 | Michael Cirelli | | 1,824 | Trace Johnson | | 1,352 | Francis Ingulli |
| | 7,154 | Adam Kidikas | | 4,750 | Jason Bratin | | 3,424 | Jeffrey Hudson | | 2,457 | Antoinette Williams | | 1,819 | Shonda Lewis | | 1,347 | Morgan Lobello |
| | 6,967 | Brenda Fox | | 4,592 | Duni Olusegun | | 3,399 | Marisa Willgruber | | 2,456 | Jagdish Sukhu | | 1,793 | Johnny Ramos | | 1,339 | Daniel Schwartz |
| | 6,938 | Zachery Kertulis | | 4,549 | Michael Gerstein | | 3,363 | Clayton Slaughter | | 2,427 | Stella Roznovan | | 1,768 | Brittany Luke | | 1,335 | Tyler Worstell |
| | 6,906 | Jeffrey Hall | | 4,542 | Jonni Ng | | 3,349 | Asiguy Haugabook | | 2,424 | Joshua Krueger | | 1,767 | Jorge Toribio | | 1,334 | Jennifer Reed |
| | 6,906 | Yemi Akinade | | 4,539 | Matthew Diulus | | 3,326 | Peter Gabranski | | 2,415 | Shanita Ellmers | | 1,765 | Michael van Delft | | 1,326 | Jovanie Scarlett |
| | 6,884 | Ryan Stenglein | | 4,463 | Yussuf El-Zein | | 3,322 | Steven King | | 2,404 | Cynthia Hettchen | | 1,732 | Chris La Fond | | 1,324 | Saul Lopez |
| | 6,801 | Patricia Contreras | | 4,395 | Joshua Jackson | | 3,301 | Bruce Alford | | 2,398 | Roger Fung | | 1,716 | Cara DeFiore | | 1,318 | Bryan Czajkowski |
| | 6,773 | Javier Diaz | | 4,332 | William Thomas | | 3,284 | James Harding | | 2,390 | Mark Auvil | | 1,710 | Adem Abdula | | 1,315 | Brandon Dusevic |
| | 6,706 | Zach Otto | | 4,328 | Ryan McIntosh | | 3,232 | Darius Rowan | | 2,384 | Tiffany Babin-Washington | | 1,705 | Kevin Butchino | | 1,312 | Stuart Pagan |
| | 6,647 | Jeffery Thiel | | 4,325 | Michael Burningham | | 3,207 | Razan Zarba | | 2,383 | Joshua Bacchus | | 1,689 | Christie Jauch | | 1,305 | Jeffrey von Kienast |
| | 6,635 | Daryl Graham | | 4,305 | Adrienne Bragas | | 3,196 | Rita Rider | | 2,374 | Sara Vaz | | 1,681 | James Sodan | | 1,304 | Nicholas Chuma |
| | 6,571 | Paul Smith | | 4,269 | Samuel Boyle | | 3,178 | Daniel Umbertone | | 2,366 | Casey Helly | | 1,679 | Roxie Soto | | 1,303 | Jenna Grula |
| | 6,561 | Bobby Szwaja | | 4,185 | James Sherwood | | 3,154 | Michael Joseph | | 2,336 | James Tolley | | 1,667 | Alfredo Garcia | | 1,297 | Thomas Vena |
| | 6,481 | Duane Shaw | | 4,173 | Brody Maughan-Evanson | | 3,130 | Joshua Morris | | 2,299 | Bryanna Campos | | 1,652 | Jacob Brown | | 1,286 | Selina Maldonado |
| | 6,354 | Rebecca Mehlinger | | 4,164 | Andrew McQuade | | 3,116 | Sean Velasquez | | 2,298 | Carey Hartman | | 1,647 | Marlon Hernandez | | 1,282 | Edrick Tercero |
| | 6,325 | Phi Phan | | 4,098 | Jenny Kim | | 3,090 | Romas Noor | | 2,293 | Tiffany Beadnell | | 1,647 | David Stuart | | 1,269 | Kingsley Ibeh |
| | 6,296 | Lauren Coyne | | | | | 3,080 | Michael Mandella | | | | | 1,624 | Sylvain Kalombo | | 1,246 | Kanella Glimenakis |
| | 6,259 | Jon Morrow | | | | | | | | | | | 1,617 | Heriberto Chavez | | 1,243 | Cody Gardner |

# R9a Leadership Bonus

1 **$34,617**
Zach Hart

2 **$29,692**
Theodore Pappas

3 **$23,404**
Theodore Pappas

## August Bonus Leaders | Payout: $505,558 | Qualifiers: 121

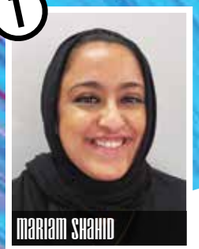
| $ | | | $ | | | $ | | | $ | | | $ | | | $ | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **34,617** | Ryan Fickert | | **8,355** | Joshua Olin | | **3,874** | Joseph Tomanovich | | **2,584** | Hunter Houvener | | **1,773** | Andre Bent | | **1,058** | Steven King |
| | **29,692** | Levar Morgan | | **8,091** | Richard Dyer | | **3,688** | Doreen Ryan-Foti | | **2,573** | Brody Maughan-Evanson | | **1,699** | Justin Hermann | | **1,051** | Magda Figueiredo |
| | **23,404** | Reynolds Akuamoa | | **7,990** | Luay Ghawi | | **3,573** | Morgan Lobello | | **2,518** | Jonathan Jones | | **1,667** | Britton Costa | | **1,036** | Steven Barton |
| | **18,777** | Bobby Gujral | | **7,989** | Andy Batten | | **3,558** | Jessica Santamarina | | **2,517** | Kimberly Hamilton | | **1,633** | Jessica St Pierre | | **868** | Evan Donoghue |
| | **17,125** | Thomas Vena | | **7,178** | Andrew McQuade | | **3,393** | Daryl Graham | | **2,445** | Charles Ferrari | | **1,414** | Angel Martinez | | **838** | Rahmatullah Romal Omid |
| | **16,366** | Matthew Diulus | | **6,703** | Ryan McIntosh | | **3,342** | Joshua Dishong | | **2,414** | Christopher Hintz | | **1,322** | Yussuf El-Zein | | **786** | Michael Raven |
| | **14,580** | Beau Locker | | **6,620** | Brian Schreiter | | **3,195** | Patrick Knouse | | **2,271** | Duni Olusegun | | **1,259** | Clayton Slaughter | | **759** | Ransey Vazquez |
| | **14,117** | Walter Icaza | | **6,439** | Jeffrey von Kienast | | **3,081** | Jinelly Urena | | **2,163** | Daniel Schwartz | | **1,222** | Dylan Murphy | | **756** | William Parmeter |
| | **13,875** | Mark Neilson | | **6,156** | Michael Gerstein | | **3,059** | Samuel Cohen | | **2,060** | Tiffany Babin-Washington | | **1,216** | Michael Clemente | | **751** | Alexandra Berberich |
| | **13,628** | Corey Helly | | **6,044** | Sean Velasquez | | **2,860** | Bobby Hamilton | | **2,054** | Scott Wheeler | | **1,211** | Ryan Wilson | | **745** | Kerry Zorns |
| | **11,581** | Justin Adams | | **6,004** | Shalom Chaimov | | **2,817** | Denis-Michael Catalano | | **1,921** | Alexandra Graham | | **1,152** | Charley Forshee | | **652** | Asiguy Haugabook |
| | **10,785** | Paul Kelly | | **5,692** | Gary Slocum | | **2,816** | Chris La Fond | | **1,886** | Dustin Dunbar | | **1,152** | David Carpenter | | **587** | Kyle Wrobel |
| | **10,377** | Ryan Stenglein | | **5,633** | Mike Paragiou | | **2,781** | Nathan Hunt | | **1,813** | Randall Cook | | **1,117** | Dylan Johnson | | **570** | Mavrick Fredericks |
| | **10,095** | Robert Janev | | **5,364** | Kaitlyn Brandt | | **2,765** | Lauren Coyne | | **1,802** | Johnny Ly | | **1,114** | Samantha Ralston | | **531** | Michael Trinh |
| | **9,865** | Michael Russin | | **4,663** | Sara Vaz | | **2,701** | Amr Shater | | **1,802** | Bruce Viaje | | **1,102** | Tommy Conard | | | |
| | **8,840** | Jeffrey Hall | | **4,422** | Jeremy Rivers | | **2,623** | Brandon Summerton | | | | | **1,102** | Melinda-Rae Lyse | | | |
| | **8,422** | Matthew Turnquist | | **4,041** | Anthony Theriault | | **2,618** | Jorge Guerra | | | | | **1,074** | Aaron Parsons | | | |

## Leadership Bonus – continued

| $ | | | $ | | | $ | | | $ | | | $ | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **1,241** | Kody Kramme | | **1,083** | Patrick Knouse | | **947** | Nicholas Wang | | **789** | Tina Nelson | | **655** | Alfretz Costelo |
| | **1,238** | Victor Weber | | **1,079** | Elijah Brown | | **942** | Matthew Russell | | **787** | Joshua Yurinko | | **654** | Roberto Rodriguez |
| | **1,234** | Charley Forshee | | **1,076** | Christopher Stevens | | **935** | Kerry Zorns | | **783** | Jammal Coleman | | **653** | Joshua Randolph |
| | **1,234** | William Parmeter | | **1,066** | Jessica Davis | | **916** | Carlos Franco-Vera | | **779** | Ryan Tucker | | **652** | Pablo De La Cruz |
| | **1,234** | Angel Martinez | | **1,064** | Timothy Bugge | | **915** | Paul Zuzick | | **774** | Tami Chaimov | | **643** | Brayden Briggs |
| | **1,233** | Michael Musso | | **1,055** | Robert Hughes | | **906** | Tomarus Burks | | **771** | Tanner Duy | | **643** | Arif Hajro |
| | **1,231** | Derron Alexander | | **1,037** | Kingsley Hansen | | **904** | Jinelly Urena | | **764** | Raynaldo Lafontant | | **643** | Karima Hartani |
| | **1,212** | Levar Morgan | | **1,037** | Lisa Richardson | | **888** | Andrew McAughey | | **757** | William Dugan | | **640** | Demitrius Lucas |
| | **1,210** | Manuel Diaz | | **1,018** | Nicole Mead | | **877** | Tommy Conard | | **754** | Abrahim El Refaei | | **637** | Jesse Doherty |
| | **1,202** | Tony Ferraro | | **1,016** | Amy Baird | | **874** | Braxton Amy | | **741** | Joel Trask | | **637** | Roberto Navarro |
| | **1,201** | David Rigney | | **1,006** | Joel Nunez | | **861** | Jonathan Russell | | **725** | Taurean Flournoy | | **635** | Jonathan Maust |
| | **1,201** | Alix Albright | | **1,003** | Jeffrey Tillman | | **844** | Hugh Benn | | **716** | Marie Laine | | **630** | Jeremy Hollister |
| | **1,192** | Aaron Parsons | | **1,001** | Michael Jang | | **835** | Spencer Simmons | | **715** | Avi Kauderer | | **625** | Jared Guglielmino |
| | **1,190** | Deborah Noga | | **1,000** | Kelly Ekker | | **833** | James Marks | | **710** | Monica Montgomery | | **615** | Bryan Leonard |
| | **1,176** | Micah Focken | | **999** | Mary-Delores Ayarzagoitia | | **829** | Betsy Adney | | **707** | Brandon Baker | | **613** | Lalitha Janardhanan |
| | **1,167** | Cristina Fox | | **997** | Steven Warner | | **823** | Marquis Hill | | **695** | Alec Seibold | | **610** | Adebamidele Ogunlade |
| | **1,155** | Rex Munsey | | **994** | Mitch Duplantis | | **818** | Crystal Vairetta | | **692** | Joseph Kanaan | | **602** | Melinda Skinner |
| | **1,152** | Tiffani Tavormina | | **975** | Rocky Silvernail | | **808** | Jose Anderson | | **684** | Dwayne Gomez | | **600** | Anthony Greco |
| | **1,151** | Alexis Gomez | | **966** | Marie Campbell | | **806** | Matthew A Wilson | | **682** | Jordan Hallman | | **593** | Allison Kusgen |
| | **1,142** | Zakary Labieniec | | **964** | Jonathan Jones | | **803** | John McGrath | | **674** | Erica Nabors | | **590** | Devonte Coles |
| | **1,132** | John Nieves | | **948** | Lidia Meglei | | **800** | Derya Ekren | | **671** | Zachary Button | | **588** | Justin Sutton |
| | **1,109** | Denis-Michael Catalano | | **947** | Christopher Morrison | | **797** | David Duddy | | **669** | Cody Terrell | | **587** | Joshua Jahnish-Maltese |
| | **1,098** | Mark Lomonaco | | **947** | Travis Picklesimer | | **792** | Alon Barnur | | **657** | Michael Ezeafulukwe | | **586** | John Torres |
| | **1,093** | Valentino Kalaj | | | | | **790** | Michael Clemente | | **656** | Ho Tran | | **582** | Brittany Douglas |

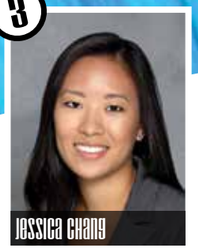
| $ | | |
|---|---|---|
| | **576** | Michael Barlettano |
| | **570** | Jamie Smalley |
| | **558** | Gary Slocum |
| | **557** | Madison Kilburn |
| | **555** | Arthur Trost |
| | **554** | Maria M Ramirez |
| | **553** | Tereanio Edgar |
| | **552** | Shavorne Hudson |
| | **549** | Reynolds Akuamoa |
| | **547** | Myaa Fallon |
| | **543** | Ryan Witham |
| | **540** | Lawrence Smith |
| | **537** | Michael Capps |
| | **536** | Gregory Caldwell |
| | **535** | Mitchell Messer |
| | **530** | Jenny Nguyen |
| | **510** | Nasr Quadri |
| | **508** | Deaveon Francisco |
| | **506** | Eric Butt |

# SA/GA DIRECT CODE FIELD TRAINING BONUS



1 **Mariam Shahid** — $5,238 — Theodore Pappas

2 **Jonathan Ramirez** — $4,866 — Beto Quintero



3 **Jessica Chang** — $4,566 — Altig-Orlovic

4 **Carlos Iraheta Barrientos** — $4,255 — Altig-Orlovic

5 **Christopher Belleperche** — $4,158 — Zach Hart

## August Bonus Leaders | Payout: $404,938 | Qualifiers: 630

| $ | | $ | | $ | | $ | | $ | | $ | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 5,238 | Mariam Shahid | 1,893 | Eleanor Powell | 1,305 | Daniel Ramirez | 1,001 | DeShuna Smith | 768 | Martin Galindo | 602 | Elizabeth Santillan |
| 4,866 | Jonathan Ramirez | 1,890 | Cameron Russell | 1,304 | Carole Idolphine | 995 | Bretta Cummings | 757 | Braxton Amy | 599 | Bria Smith |
| 4,566 | Jessica Chang | 1,884 | Deborah Lee | 1,303 | Brandon Mogel | 993 | Jennylyn Militante-Radnoty | 753 | Henry Jacobs | 597 | Ronald Davis |
| 4,255 | Carlos Iraheta Barrientos | 1,876 | Michael Battaglio | 1,293 | Ross Ewen | 986 | Nabil Atallah | 737 | Stephen Davis | 591 | Daniel Baiz |
| 4,158 | Christopher Belleperche | 1,873 | Kelly Schoenherr | 1,266 | Aaron Osterrieder | 986 | Colin Desnoyers | 736 | Victoria Wheatley | 584 | Evelyn Howell |
| 4,108 | Matthew Dawson | 1,869 | Brandon Dusevic | 1,263 | Cody McNeilly | 976 | Nicklaus Boker | 735 | Octavio Villa | 579 | Lena McKinney |
| 3,979 | Sandy Metellus | 1,859 | Jonathan Pizzuto | 1,262 | Armando Rivera | 975 | Eric Caballero | 732 | Victor Ledesma | 573 | Mohamed Shogar |
| 3,966 | Arif Hajro | 1,859 | Fabiola Del Palacio | 1,257 | Joshua Gaskin | 971 | Nasr Quadri | 730 | Danielle Custis | 564 | Orli Ekstein |
| 3,715 | Marlene Barrett | 1,853 | Jesse Weaver | 1,238 | Rex Munsey | 960 | Gerardo Gonzalez | 730 | Peter Padro | 564 | Walter Henderson |
| 3,655 | Joey Kennedy | 1,849 | Klyo Vidal | 1,237 | Myaa Fallon | 954 | Aaron Boudreaux | 728 | Daniel Zotter | 563 | Mauricio Perez Contreras |
| 3,524 | Nathaniel Henderson | 1,839 | Nicki Griffiths | 1,236 | Nicole Preston | 938 | Avery Allmond | 722 | Jean Romero Capote | 561 | Dominic Meehan |
| 3,277 | Justin Diaz | 1,831 | Amanda Hofstra | 1,234 | Aaron Gamalinda | 938 | Arcelia Zizumbo | 721 | Dana Velez | 558 | Nolan Hunter |
| 3,224 | John Torres | 1,819 | Michael Ezeafulukwe | 1,223 | Lawrence Smith | 931 | Stuart Hunsicker | 717 | Carlos Medina | 557 | Danial Arif |
| 3,191 | Jonathan Conn | 1,817 | Alex Paguio | 1,221 | Valentino Kalaj | 926 | Gjon Ljuljduraj | 717 | Jordan Forbes | 555 | Elcar Buhay |
| 3,137 | Michael Jang | 1,794 | Eyad Awdi | 1,217 | Genna DeMetsenaere | 924 | Shiv H Patel | 717 | Kortisha Brooks | 554 | Jake Gelb |
| 3,124 | Michael J Romero | 1,785 | Alfredo Garcia | 1,213 | Elaina Vecchio | 924 | Timothy Liles | 714 | Hector Giron-Soto | 551 | Nathan Stuck |
| 3,084 | Manuel Diaz | 1,763 | Justin Malone | 1,210 | Yessika Rodriguez | 922 | Andres Liranzo | 713 | William Benline | 547 | Rajat Shrestha |
| 3,038 | Daniel Jiles | 1,659 | Peter Tovio | 1,204 | Cheyenne Perry | 912 | Michael van Delft | 712 | Jennifer Reed | 546 | Keith Brown |
| 3,010 | Erika Walker | 1,642 | Joshua Egyud | 1,197 | Maria Bonilla Borrego | 911 | Lorena Avila | 705 | Terrell Davenport | 544 | Tyesha Cave |
| 2,879 | Adem Abdula | 1,639 | Priscilla Blanco | 1,194 | Shawna Parker | 908 | Stephanie Dunbar | 704 | Christina Pizzuto | 544 | Jessy Girard |
| 2,826 | Calvin Irving | 1,623 | Young Lee | 1,191 | Richard Whyte | 907 | Jennifer Jantzen | 698 | Casey Stathopoulos | 540 | Suzanne Moroney |
| 2,752 | Dirk Tanses | 1,617 | James Fangmann | 1,179 | Jenna Grula | 887 | Truman Falkner | 697 | Jagdish Sukhu | 538 | Jordan Lacy |
| 2,725 | Angel Sparkes | 1,606 | Danny Juskiw | 1,177 | Jennifer Lespinasse | 883 | Andrew McAughey | 693 | Kempton Perry | 538 | Funmilola Elumade |
| 2,643 | Chris Anderson | 1,602 | Mark Bernsdorff | 1,172 | Samuel Kilburn | 881 | Allison Kusgen | 688 | James P Raines | 533 | Jennifer Ragan |
| 2,615 | Ariel McAlister | 1,589 | Anne List | 1,169 | Jason Khodadadian | 877 | Jeffrey Tillman | 675 | Roberto Rodriguez | 529 | Richard Jefairjian |
| 2,571 | Gilnerys Eduardo | 1,556 | Kaler Turenne | 1,167 | Richard Rozolsky | 869 | Candace Minor | 667 | Colin Ghee | 529 | Ameenah Little |
| 2,555 | Doris Martinez Garcia | 1,549 | Rhiannon McGonigle | 1,148 | Sione Maumau | 838 | Lino Strussione | 664 | Conor Markins | 525 | Roxie Soto |
| 2,527 | Tristan Dlabik | 1,525 | Danielle Morales | 1,148 | Selma Ogresevic | 827 | Brandon Neal | 662 | Stephanie Harris | 523 | Nadia Dixon |
| 2,498 | Aleanya Moore | 1,523 | Chiara DAlessandro | 1,141 | Daniel Charron | 824 | Christopher Jones | 657 | Michael Mamalakis | 515 | Ryan Coates |
| 2,425 | Altina Arakelian | 1,519 | Nicole Castillo | 1,121 | Devon Palomino | 821 | Chabeli Aguiar Nodal | 656 | Daniel Pues | 513 | Arman Masomzadeh |
| 2,384 | Tyler Cox | 1,495 | Daniel Pacheco | 1,112 | Ashley O'Donal | 820 | Victor Holmes | 650 | Christopher Czajkowski | 511 | Giovanni Diduro |
| 2,165 | Christopher E Filline | 1,484 | Ryan Torres-Torioka | 1,103 | Anthony Almeida | 818 | Alexander Pham | 645 | Kristin Murphy | 508 | Corey Hallam |
| 2,127 | Jordan T Brown | 1,477 | William Thomas | 1,097 | Rachel Elfenbein | 817 | Rebecca Nicoson | 638 | Abrahim El Refaei | 507 | Nick Atallah |
| 2,112 | Asad Ahmed | 1,466 | Augusto Arango | 1,093 | Deborah Mitchell | 814 | Rosicella Castro | 635 | Jeffrey Atkinson | 507 | Corey Lumley |
| 2,092 | Max Akers | 1,461 | Tina Nelson | 1,084 | Eric Okoemu | 811 | Shavorne Hudson | 627 | Daniel Lopez | 507 | Jessica Rosenberg |
| 2,072 | Jose Castillo | 1,439 | Leanne Erney | 1,070 | Zahara Schooley | 803 | Alexus Hawkins | 622 | James Hinton | 506 | Christopher Rolph |
| 2,067 | Colin Weathers | 1,419 | Kellie Hoffman | 1,055 | Zachary LeFoll | 797 | Carolyn George | 621 | Joseph Bell | 502 | Matthew Roebke |
| 2,039 | Aaron Chen | 1,400 | Philip McCulloch | 1,053 | Aleksi Yi | 796 | Erica Robertson | 620 | Jennie Rosales-Wolfgeher | 502 | Selina Maldonado |
| 2,028 | Kellie Tucker | 1,384 | Joy Vann-Austin | 1,033 | Demitrius Lucas | 788 | Tammy Gawron | 617 | Tara Maley | 501 | Lalitha Janardhanan |
| 2,027 | Ricky Hayward | 1,382 | Mauro Capozucca | 1,019 | Joseph Provenzano | 785 | Jonathan Maust | 605 | Patrick McKeown | | |
| 2,007 | Sean Byler | 1,378 | Kathryn Gilluly | 1,018 | Cara DeFiore | 781 | Joseph Hedborn | 604 | Nelson Figueroa | | |
| | | 1,363 | Stefane Felix | 1,018 | Christopher Larsen | 779 | Keeland Bryant | 602 | Anthony Sciartilli | | |
| | | 1,336 | Benzack Cooper | 1,017 | Martin Salavec | | | | | | |



# Reinstatement Bonus

1 **Sami Mogannam** — $3,641 — Don Foti

2 **Dason Phaul** — $2,670 — Theodore Pappas

3 **Nicholas Gasparro** — $2,414 — Sabrina Lloyd

4 **Denise Ley** — $1,939 — S-S-Parks-Salvaggi

5 **Natalie Soboleva** — $1,884 — Chalom-Paz

## August Bonus Leaders | Payout: $63,137 | Qualifiers: 163

| $ | | $ | | $ | | $ | | $ | | $ | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 3,641 | Sami Mogannam | 1,736 | Ryan Vopat | 1,394 | Lawrence Dennis | 762 | Gina Kramer | 628 | Megan Russell | 535 | Richard Pazak |
| 2,670 | Dason Phaul | 1,596 | Dawid Liniewski | 1,343 | Zenon Zorij | 754 | Bryan Czajkowski | 622 | Christine Moore | 526 | Jeffrey Atkinson |
| 2,414 | Nicholas Gasparro | 1,584 | Nabil Spahi | 1,283 | Herivelto Pereira | 691 | Glyn Hurst | 583 | Corey Lavigne | | |
| 1,939 | Denise Ley | 1,574 | Jack Keiderling | 1,210 | Scott Davison | 673 | Sione Maumau | 577 | Laurekins Pardovani | | |
| 1,884 | Natalie Soboleva | 1,489 | Mitchell Look | 1,036 | Sadat Minick | 656 | Austin A Smith | 556 | Olga Tsymbal | | |
| 1,786 | Bradley Weigand | 1,458 | Joseph Faisant | 864 | Joseph B Smith | 630 | Steven Mason | | | | |

**6 BONUS TOTAL: $4,261,843**

| World's Greatest | SA/GA/MGA Extra | Leadership | RGA Leadership | SA/GA Training | Reinstatement |
|---|---|---|---|---|---|
| $1,872,891 | $109,494 | $1,305,825 | $505,558 | $404,938 | $63,137 |

All qualifiers listed achieved at least $500 in bonus totals | WGB qualifiers achieved at least $1000 in bonus totals | WGB recognition is based on $1,500 weekly ALP minimum achievement level

# FOUNDERS CLUB

**August Qualifiers–**
Outstanding Producers & PR Representatives:

**Joshua Dishong**

S-S-Bendure-Hartwig
1 Qualification
$206,060 Net ALP
87.2 RET

**Hany Mikhail**

Simon Arias
3 Qualifications
$122,370 Net ALP
88.6 RET

**Bryan Juskiw**

S-S-Bendure-Hartwig
4 Qualifications
$84,585 Net ALP
83.9 RET

**Dustin Dunbar**

Dustin Venekamp
13 Qualifications
$71,352 Net ALP
88.6 RET

**Jesse Fullmer**

Altig-Orlovic
1 Qualification
$70,885 Net ALP
84.9 RET

**Richard Sidoti**

Altig-Orlovic
3 Qualifications
$57,984 Net ALP
84.2 RET

# DIRECTORS OF THE MONTH

AIL NILICO

*Leaders growing leaders*

## Sales Director of the Month

**Murray Horowitz**

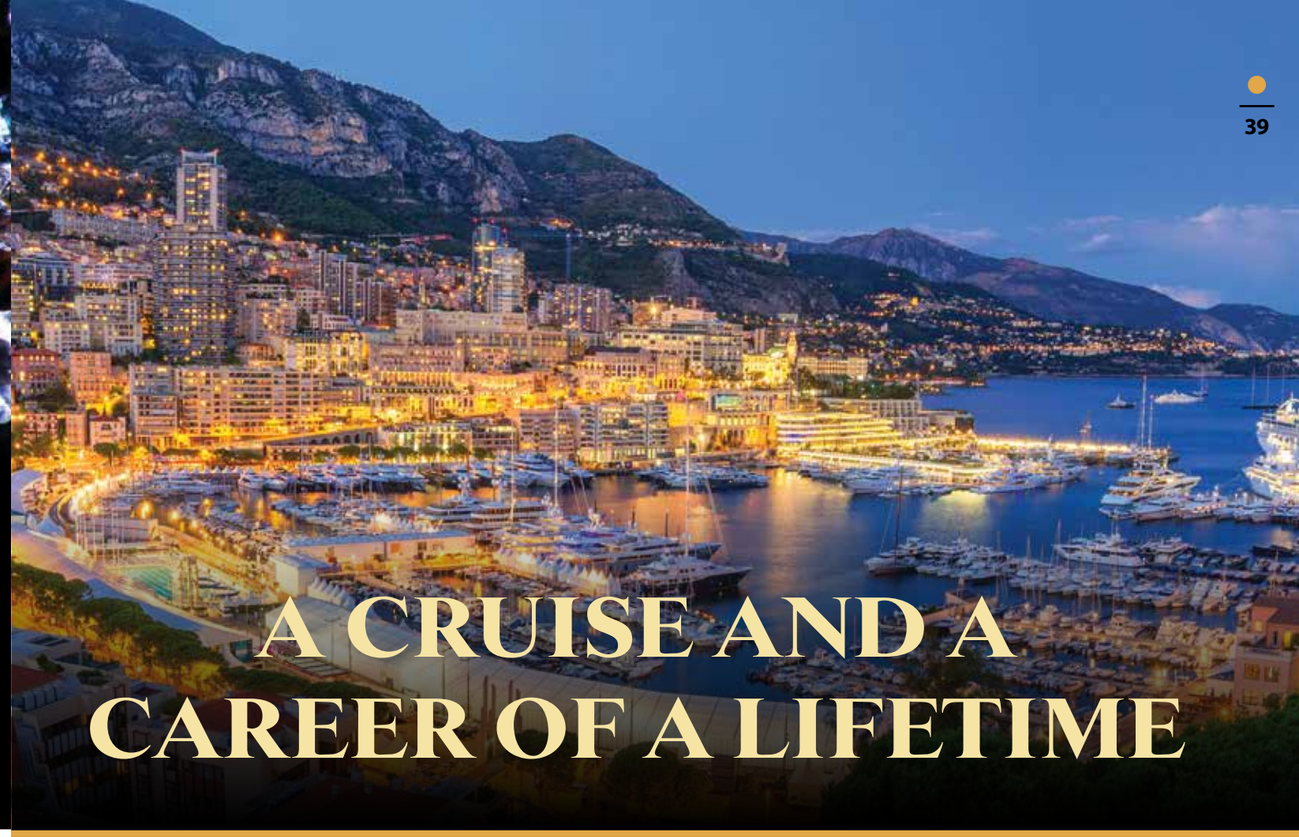
Murray had 21.61% growth over August 2018.

## PR Director of the Month

**Michelle Baxter**

Michelle met 87.87% of Objective during August 2019.





# A CRUISE AND A CAREER OF A LIFETIME

**David Zophin**
President
American Income Division

**SOMETHING THAT HAS ALWAYS SET** this Company apart from others is how incredibly rewarding some hard work can be. For those of you who have had other careers, you know that the workforce rarely compensates its quality workers adequately for all they do … that small, annual raise doesn't really give back to people what they put into their careers.

At AIL/NILICO, that's just not the case. We take pride in rewarding the World's Greatest Sales Force not just with a good paycheck, but with recognition, career advancement, and amazing extras, like the upcoming 6-Month Mediterranean Cruise Contest.

I can tell you from personal experience, trips like this are incredible and not to be missed. The trip last year was an Alaskan cruise, and it was one of the best experiences my wife and I have ever had. This next trip is on the same cruise line, and with stops in four Mediterranean countries, it's sure to be even better.

Plus, we're changing the rules this time around. Rather than only rewarding those with the top production, we are also giving a chance to 10 additional winners who will be chosen from a drawing of personal producers (Check out the complete list of qualifications and rules on the ARC). This widens the playing field, and it is my sincerest hope you take advantage of these increased chances of getting to the Mediterranean.

I cannot stress enough that the hard work you put in today makes tomorrow's reward so much better. Not just because of how much you can advance your career, but because of how gratifying it is knowing that you've earned what you've gotten. And from October 1, 2019 through March 31, 2020, know that your extra effort might land you on a luxurious cruise ship, visiting some of the most beautiful places on earth. It may require some sacrifice, but that sacrifice is worth it.

Familiarize yourself with the contest rules so you have the best chance to win. Then focus your mindset on winning – not just this contest, but this career. I want you to work twice as hard as you normally do and see the incredible results that extra effort will bring. I'm not saying it will be easy, but it will be a lot better than being left with the regret of missing out on a chance of a lifetime.

Take a moment right now to see in your mind's eye where you want to be next August. Whether it's cruising around the extraordinary Mediterranean, being in a higher position, or just totally rocking this career, keep that vision a constant in your mind. Then do everything you can to make that vision your reality. Set aside any reason or excuse you've been making up until now, and just go. Blaze ahead. Ride the momentum of your awesome vision and see how far you'll get. You'll see how worthwhile chasing success can be.

I hope you take advantage of all the rewards this career has to offer. After all, there really is no good reason not to. And I look forward to seeing some amazing work over the next few months and beyond – there may be a luxurious cruise (and a whole lot more) waiting for you.

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